



The Project Management Game – how brilliant are you?

Project name: brilliantCRM	Work package title: Process Adaption
Work package description: <p>After all company processes are gathered in the process analysis, the elicitation and adaption of the involved processes follows. These depend essentially on the customer relation strategy.</p> <p>Process adaption describes the optimization of the processes according to the components quality, time and costs.</p>	
Aim of work package: <ul style="list-style-type: none">- The processes should be adapted in order to achieve individual or economical profits for the customer or the company- The result of a process adaption is to gain a complete overview of the new adapted and defined CRM core processes	
Prerequisites: Sales Process Analysis	Successor: Data Model Creation
Duration: 18 days	Effort in man days (MD): 90 MD
Responsible person(s): <u>4 Consultants,</u> 1 IT-Specialist	
Additional information:	