



The Project Management Game – how brilliant are you?

Project name: brilliantCRM	Work package title: 2.2 Actual State Analysis
Work package description: In order to get a good overview of the actual situation, an actual state analysis is performed. This includes e.g. the customer analysis or the process analysis.	
Aim of work package: Overview of the actual state of sales structures and processes.	
Predecessor: Change management	Successor: Customer analysis
Duration: 42 days	Effort in man days (MD): 264 MD
Responsible person(s): Project manager, assistant, 2-5 consultants, 2 IT specialists	
Additional information:	