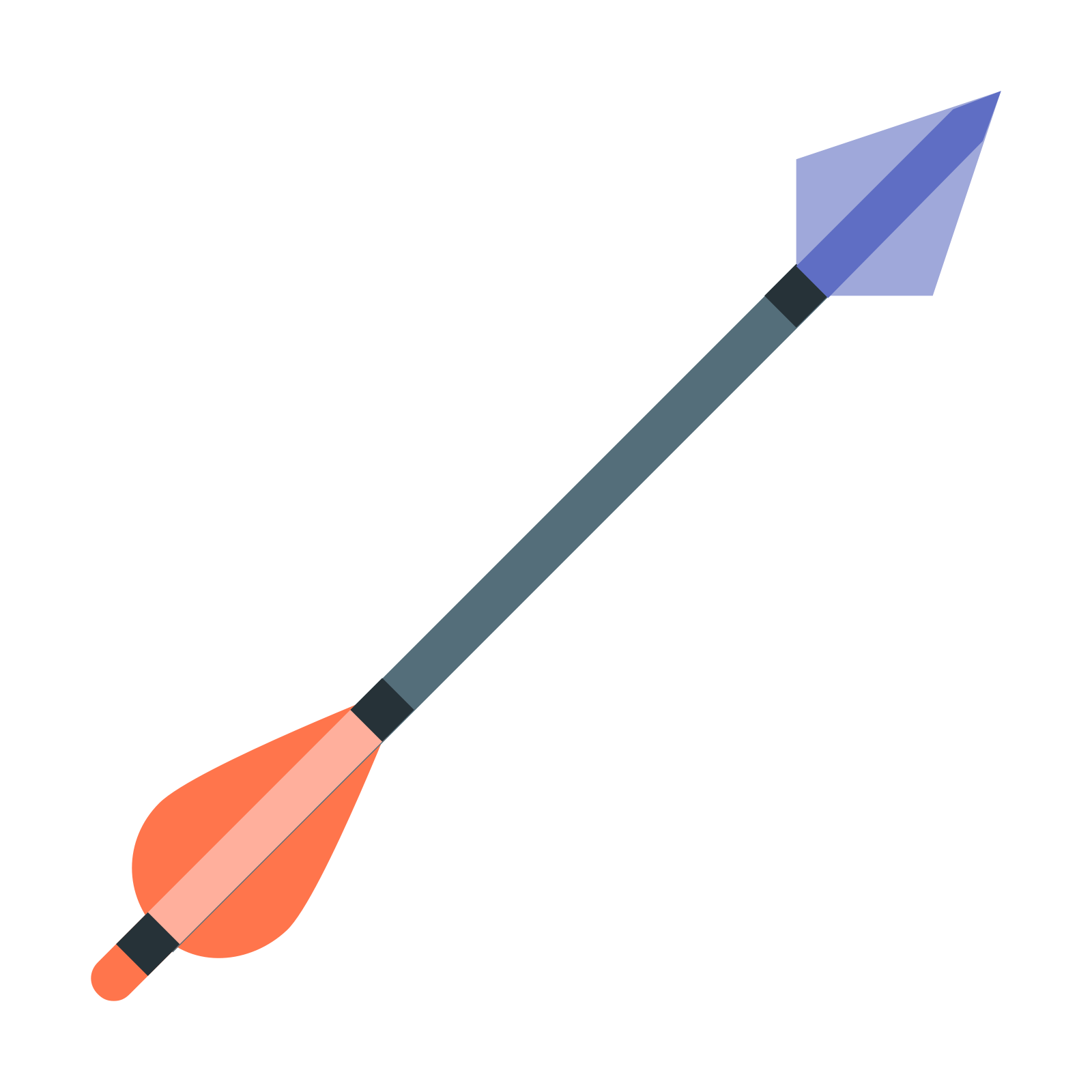
IBM RESPONSE TO THE REQUEST FOR PROPOSAL:

SmartSense proposal

For CNBP



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# Heading 1

## Heading 2

### Heading 3

Text:

* List Bullet 1
* List Bullet 2

RFP Question

* Question bullet
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Customer text

1. Customer question

* Customer bullet

# Executive summary

## Our understanding of your goals

## Our value proposition for CNBP

## Why choose IBM – Team Arrow?

## Scope definition

### Team Arrow solution will consist of:

### Team Arrow will not deliver:

### Assumptions

### Hardware requirements

### Constraints

## How to move forward

# Executive summary

## High level requirements and process map

## Our high-level design

## Highlights of the solution architecture

# Additional reference

## Case study

## Team members and roles

Project Manager

Test lead

Design lead

Development lead

Infrastructure lead

Business Analyst lead

Business Analyst lead

## Abbreviations

# IBM Global Financing

IBM Global Financing can help you acquire the IT solutions that your business needs in the most cost-effective and strategic way possible. For credit qualified clients we can customize an IT financing solution to suit your business requirements, enable effective cash management, and improve your total cost of ownership. For more information, visit: ibm.com/financing

## Internal

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