

Meeting 6

Week 1

Things to Do!

When is our tender presentation?

Tender Presentation

Roles for the tender presentation:

1. QA to engender quality in the company- 4 slides (Management Team)
2. The product and its wonderful features- 6 slides (Software Team + Management Team + Utilities Manager)
3. Market research and value- 2 slides (Marketing Manager)
4. Design Philosophy- 2 slides (Software Manager)
5. Financial Aspects - 4 slides (Financial Team)
6. Backup Strategies and recovery- 1 slide (Utilities Manager)
7. Conclusion

Discussion:

Not really too much to do for utilities, just say it has been outsourced

- What is it about your company that makes it special?
- How does this give you a competitive edge?
- What can you do for them?
- What is the benefit of this?
- What is your approach?
- What added value does this give?