Souktel USAID Oppty Software

Requirements:

1. Ability to automatically download latest USAID oppty data
2. Enrich dataset to add the following fields
   1. LowerBoundAmount (float)
   2. UpperBoundAmount (float)
3. Data views
   1. Projects greater than $10 Million

Session goals

Prioritize making decisions on the following areas:

1. Market framing - Understanding of the markets and clients we are focusing on and how that is different from Souktel Tech.
   1. Process for distinguishing between local opportunities from core donors and international
   2. Core client base – USAID, etc
      1. How do we strategically expand within this? (e.g. Long-term local personnel, expanding into new countries, advisory services in new markets)
2. Service offerings
   1. Souktel Tech. vs. Souktel
   2. Service bundles and/or core market offerings – what changes?
      1. Pricing strategy for each