**ATTACHMENT C**

**EXECUTIVE SUMMARY TEMPLATE**

This template must be used. Modifications to the format of this template will result in your entire proposal being found non-responsive (i.e. altering font size, altering font type, adding colors, adding pictures, etc). Do not list any names/information that can be used to identify your firm. Do not exceed the **1-page limit**.

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| Our strategy is focused on high quality standards achieved by reaching the best trade-off between time and costs.  The main goal during the start-up phase is to write a clear and detailed contract to minimize the probability of misunderstandings.  Then, approaching the schedulation, we will start with the industrial building design since it represents the critical activity of the engineering phase.  At this point we will start to ask local authorities for permits and authorizations necessary for the project. Despite being the longest activity, we will be able to reduce the impact on the duration by starting the detailed engineering and its approval by the client before the completion of this bureaucratic phase.  For the same purpose, we will schedule the start of the purchase phase for civil works while we are still waiting for the permits, but we will start the civil work erection phase only once we have all the authorizations.  Our strategy for civil works is reported on the option B in addendum 3 (“All erection activities starting from the “Structures” can be scheduled after the completion of 25% of the previous activity”); this option has a higher cost than option A, but it will turn out to be the most convenient because it will allow us to save indirect costs thanks to reduction of time.  When the detailed engineering ends, the purchase phase for machines can start. After the orders are placed, the equipment manufacturing starts; our strategy to minimize the cost impact on the cash flow consists in scheduling the orders so that machines arrive only when the Italian teams are available for the installation.  In this phase the machines installation order is decided with the aim of optimizing the total assembly time: first we will schedule machines with shorter manufacturing and delivery time from the supplier, making sure teams do not hinder each other.  After the completion of the line testing in Italy, we will coordinate the machines disassembling and transportation by ship, optimizing the consequent installation in Vietnam. Planes are not necessary because their use would not reduce the total duration of the project, strongly influenced by the long phase of civil works.  When the first machines arrive, Vietnamese teams begin to assemble; we will use a different number of teams working at the same time in different periods, in order to reach the best trade-off between time and costs. |