Create and populate Risk and Opportunity Register

|  |  |
| --- | --- |
| **Introduction** | **Definition** |
|  | Risks and Opportunities to the projected estimated final gross margin of the project to be highlighted and managed throughout the life of a quote and subsequent project |
|  | **Importance** |
|  | Identifying the risks and opportunities against the estimated final gross margin promptly and then committing resources to either mitigate, remove (risk) or realise, maximise (opps) of same will greatly enhance the effectiveness of AIS’s ability to manage and deliver projects on time and on margin. |
|  |  |
| **Key Points** | Sales Leader is to create and populate during quote preparation using standard template;  Includes risk of unrecoverable cost increases and opportunities that may increase margin associated with   * Scope of works * Timescales * Resourcing * OEM cost and availability * Bid assumptions, clarifications, exclusions |
|  |  |
| **Output** | Quotation Risk and Opportunities register |
|  |  |