**MIS 6349 – Digital Consulting Project**

**Deliverable 1 – Project Charter (6 pts)**

The Project Charter is a brief, succinct document that outlines aspects of the project at a high level. The Project Charter, being one of the first written documents for a project, ensures that the project team and the project stakeholders are aligned. Most often, there is much that is not yet known about the project, so detail and specifics are not expected. The focus is on the resources and constraints for the project, and the outcomes and benefits that are intended to be delivered, plus listings of the things you already know.

**Team Instructions**

Develop a Project Charter for your Team’s chosen client’s project. Use the outline below to help you develop your Project Charter. You may use external sources, e.g., books, websites, etc., in the development of your Project Charter.

**Team Members**

* Vishnu Goutam
* Shivangi Gupta
* Shekhar Subedi
* Ismail Awatif Aziz

**Project Description**

Summarize the project, including intended benefits and outcomes, resources, and constraints – 1 pt

Our client ETC is facing trouble with supplying energy to the equipment on site with increased downtime. The downtime with the equipment due to the power shortage has caused the company to face serious dips in their revenue. In order to solve this problem, the company has reached out to us to find a viable solution,

for the uninterrupted energy supply without any shortages with a guaranteed contract and supported services at the same price of the existing solutions or even less.

The goal of the project is to perform deep-dive research on the market and identify a solution that best fits our client needs and build a business case along with a sales pitch to present to the leadership team and the stakeholders.

**Project Charter**

Project Purpose and Objectives – 1 pt

* Project purpose:

The purpose of this project is to find a best viable solution for our client to the problem they’re currently experiencing and advise them on the best practices supported by a business case and a sales pitch

* Project objectives
  + SMART Objectives – Specific, Measurable, Achievable, Relevant, Time-Bound
  + **SPECIFIC:** To find a solar/UPS/Batteries that best fits the client needs depending on the compatibility of the solution factors with the requirements mentioned by the clients
  + **Measurable:** Disclose the financial information to showcase how the solution benefits the company in terms of monetary value and how it helps the company push its revenue forward
  + **Achievable:**  To engage with the supply teams/prospects to evaluate the contract terms and conditions and the services offered that falls under the primary interests of our clients
  + **Relevant:**  Source the solution providers that serve the client in resolving the issues they’re facing with the energy supply and equipment performance
  + **Time-Bound:** Offer the solution to the client by the end of April with all the supporting information.

Project Constraints – 1 pt

The major constraints as per our assumptions are,

* The contracts available for the solution providers
* Geographical locations
* Communication barriers
* Market data on the solutions available

Project Scope – 1 pt

* What is included in the project?

The project includes everything from sourcing the solution provider to the strategic mapping of the project acquirement along with the detailed analysis on the financial figures.

What is excluded in the project?

* This project excludes anything that involves post introduction of the solution provider to the client. It also excludes the technical part of applying the solution to the on-site equipment or any form of labor assistance.

Project Approach – 1 pt

Our preliminary approach is to perform an industry analysis to understand the dynamics that circle around the problem and the availability of the solutions in the market along with the solution providers followed by a series of engagement with the prospects and finalizing the deal we’re going to land on.

Post the pre-liminary step, we will perform a series of analysis on the cost structure of the solution and the Time-value analysis considering sensitive factors such as depreciation and re-sale values.

Post finalizing the analysis, we will be sure to prepare a business case and sales pitch which will be presented to our clients.

Our analysis will cover the entire nation for a larger picture and to serve our client to explore the diverse opportunities available.

Project Stakeholders – 1 pt

* Executive sponsor (from client) - ETC – Austin Moseley
* Other client team members
* Other stakeholders – Mike Childress, Joshua Littlesun