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# 7 DAY PROPOSAL DRAFT SPECIFICATION OF PROCESS, MODELLING AND TOOL REQUIREMENTS

## Executive Summary

In this part of our work it is aimed to show what the 7 Day proposal process and support system requirements will look like.

After looking through the process and its requirements we have concluded that the big challenge is proposal links to several VIVACE WP work packages. Most of this information will need to have large support systems in order to put together a proposal. To produce a quotation most aspects of the aero engine business have to be considered. Due to this, within VIVACE the 7 Day WP pre prepared data or mechanisms to rapidly generate data need to be in place in order for a proposal to be made within the required time frame. An extensive analysis has been made on what information, tools, knowledge and relationships will need to be established before even starting to consider a proposal to a customer. The pre prepared knowledge and infrastructure to support this is the key to a rapid proposal process.

Based on our analysis, we have concluded that we mainly need to focus on the following four issues to reach a 7 Day proposal process:

- Predefined products and business models
- Predefined contracts
- Predefined proposal process and decision structure
- A number of tools that can help during the proposal process, i.e. as cost models.