

Business Opportunity Management Framework

Consulting Cloud Preview

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FOREWORD

The Business Opportunity Management (BOM) Policy applies to all bids/proposals in all business units above a minimum total contract value.

Please refer to the Business Opportunity Management policy document for further details (see the intranet page at VENDOR X\Operations\Policies & Procedures).

INTRODUCTION

This document describes the framework from the initial identification of a business opportunity to the handover to the delivery team.

Standard terms used by this framework are listed in APPENDIX A – TERMINOLOGY.

The framework is divided into three phases: Pre-Proposal, Proposal and Post Submission. The framework showing the reviews and deliverables is depicted below.

