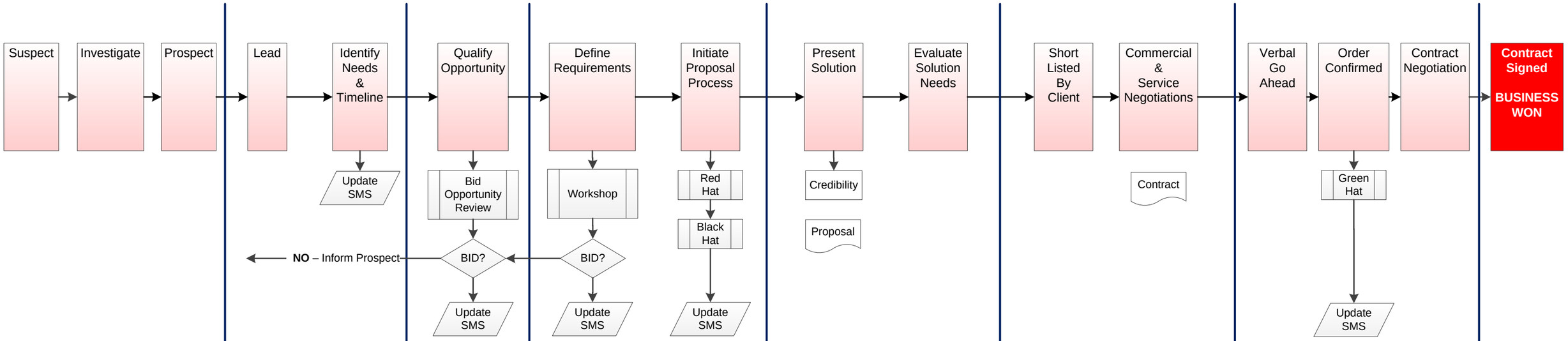

%	Stage 3 5%	Stage 4 10%	Stage 5 / Stage 6 25%		50%		75%		Stage 7 90%		100%
Sales Status	**Buyers Status**	**Sales Status**	**Sales Status**	**Buyers Status**	**Sales Status**	**Buyers Status**	**Sales Status**	**Buyers Status**	**Sales Status**	**Buyers Status**	**Sales Status**
1. Identify & research suspect 2. Make contact 3. Establish business needs and objectives	1. Business issues identified 2. Review of business needs conducted 3. Market options/potential suppliers evaluated	4. Call with identified decision makers 5. Arrange introduction meeting 6. 1st Appointment **Buyers Status** 4. Involves other staff in fact finding 5. Agreement to cost justify suitable solutions agreed 6. Understand NT capability	7. Confirmed business needs, issues and timescales 8. Bid team assigned, bid process reviewed and engagement agreed 9. Create Value Proposition and design solution	7. Confirm business needs and timescales 8. Determine supplier credibility and agree to continue discussions 9. Create value proposition and design solution	10. Present NT value proposition and solution	10. Evaluate supplier responses to business needs and decision making criteria	11. NT short listed and client reviewing options 12. Final negotiations	11. Short list of preferred vendors 12. Final negotiations and NT refererences	13. Business won. Verbal agreement / PO received 14. Contract sent to client	13. NT chosen as supplier 14. Negotiate contract	15. Contract signed **Buyers Status** 15. Contract signed
Delivery Processes		NPC Pipeline		NPC Forecast Assign EM					NPC UK ODC Assign EM & PM Request Resources Initiate Transition Process		