

YOUR BUSINESS OBJECTIVES

After conversations and meetings with _____, _____ and _____, we understand that _____ is requiring a solution that will meet the following Business Objectives:

| Business Objectives | Stakeholder/Title |
|---------------------|-------------------|
| | |

ALTERNATE STRATEGIES CONSIDERED

- ✓ Take no action -
- ✓ Utilize internal resources-
- ✓ Utilize current or competitive providers-

SOLUTION OVERVIEW

We have developed a solution that aligns specifically to your Business Objectives as described above:



We anticipate the following schedule for the delivering our solution:

| Schedule | Deliverable | Acceptance Criteria |
|----------|-------------|---------------------|
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PRICING STRUCTURE

UNIQUELY QUALIFIED

- Product/Service Superiority-
- Customization to need-
- Schedule/timing-
- Price-
- Technical alignment-
- Industry alignment-

CORPORATE OVERVIEW

Skills

Experience

Accomplishments

Signature: _____

Date: _____

This agreement is subject to the terms and condition of our master services contract.