



METALS | SUPPLY CHAIN | INNOVATION

Assess Potential	Define Strategy	Build Offer	Develop Implementation Plan	Manage + Review
Define Scope of Work	Define key stakeholders + engagement plan	Establish Terms + Conditions	Agree on prioritisation of initiatives + actions	Implement plan
Pre-qualify	Understand customer needs + supply chain requirements	Review stakeholder engagement plan	Joint construction of change management plan	Deliver on promises
Initial Research	Define potential USP's	Confirm + engage support for resource investment	Allocate personnel + accountability from both partners	Develop reporting tools required, e.g. Account management plan, monthly reporting dashboard
Analyse Situation	Map required supply chain and assess against capabilities	Define like, intend, must requirements. Legal and commercial	Allocate time + resources	Monitor Results
Define Customer Drivers	Determine resource investment required	Prepare offer proposal	Confirm timeline and critical milestones	Implement necessary preventative actions
Define HMM Drivers	Evaluate "next best alternative"	Present offer		Conduct periodic performance reviews
Define Field of Play	Risk-Reward analysis	Negotiate		
Conduct Initial Assessment	Qualify	Sign off		
Assess Customer Interest				
Finalise Pre-Selection				