

Tangible Result Client Divestiture And Supply Agreement Service Menu And Benefits (Software, Design Or Manufacture)

Stage	Component	Benefits
1	Tangible Result Proposal - Timescaled And Costed	Client Aware Of Timescale, Costs, Benefits Methodology And Project Components - Ensure Project Gets Done
2	Ship Tangible Result Existing Information	"No Cost" Information Benefit
3 Agreement Package		
4	Start Up Discussions - Team Configuration/Data - Identify Potential Outsourcing	Better Agreement Via Proper Departmental Involvement At Early Stage
5	Prepare Written Overview - Facility/ Employees/ Equipment - Form Best Package For Market	Tangible Result "Client Overview" For Circulation - Ensures Best Perception Of Opportunity And Stimulates Interest
6	"Skeleton" Agreement Structure - Line Per Supply Agreement Contract Section	Obtain Best Terms By Gaining Supplier Agreement At Early Stage
7	Analysis Of Optimum Location	Enables Client To Make Best Choice Of Production Location - Reducing Cost
Evaluating The Options		
8	Research Options	- Client Confidentiality Protected - Allows Marketing To The Widest Global Audience - Increase Number Of Interested Parties - Enhance Agreement Terms Obtained
9	Interview Interested Suppliers - 30 Questions	Suppliers Give Information But Do Not Know Client Identity
Evaluation Of Interest		

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| 10 | Costings Exercise | Request Piece Part Costings From Suppliers |
| 11 | Tangible Appraisal System
Result Points | Vendor Ranking
Take Account Of All 'Cost' And 'Security Of Supply' Factors |
| 12 | Presentation Of Findings
- Choice Of Supplier | Gives All Relevant Managers Same Information With Which To Make Decisions |

Agreement Structuring

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| 13 | Information Requests To Supplier (Trial P&L, How Costs Can Be Reduced) | Ensure Chosen Supplier Can Perform At Levels Promised |
| 14 | Supply Agreement Drafting | Make First Draft To Ensure Client's Version Is Used As Basis For Discussion (Not Suppliers) |

Negotiation Meetings

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| 15 | Arrange Meetings/Advise On Best Realistic Terms | Avoid Ruining Agreement With Unrealistic Terms - But Ensure Crucial Terms Are In |
| 16 | Sale And Leaseback Of Assets (If Required) | Reduce € Value Of Agreement To Get Better Terms (Lower Risk For Supplier) |