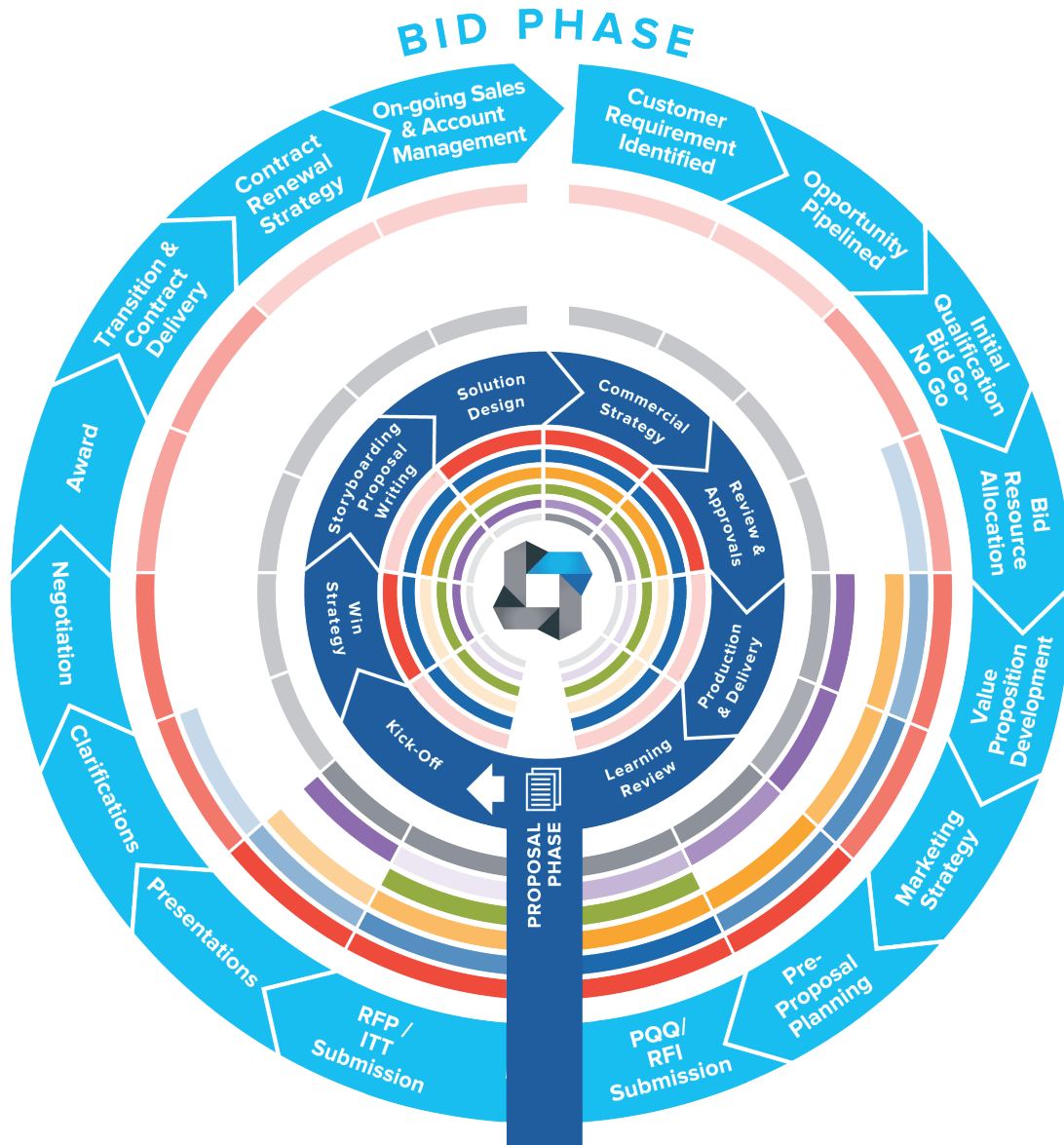


# Bid Lifecycle & Core Role Overlay



- ▼ **Bid Manager** – first to engage, last to exit
- ▼ **Proposal Manager** – engaged ahead of PQQ / RFI arrival and typically exits at BAFO
- ▼ **Proposal Writer** – engaged at kick-off meeting, exits at RFP production stage
- ▼ **Document Manager** – typically engaged with Proposal Manager at RFI, exits on RFP Delivery
- ▼ **Graphics / DTP Manager** – typically engaged with Proposal Manager, exits on RFP Delivery
- ▼ **Knowledgebase Manager** – on-going contribution that is less cyclical

- ▼ **Bid Phase**
- ▼ **Proposal Phase**

#### EFFORT

