|  |  |
| --- | --- |
| Basic criteria |  |
| Customer/prospect |  |
| Qualification scenario(according to BQ framework) |  |
|  |  |
| *Only applicable on Prospects* |  |
| Description of customer business |  |
| Customer turnover  |  |
| Spend potential  |  |
| Financial situation  |  |
| Inquiry (RFQ) |  |
| *Applicable to all* |  |
| Description of business case (BC) |  |
| Type of product/s included in BC |  |
| Is test included/expected |  |
| Customer goal and priority |  |
| Where is the product/s in the life cycle |  |
| Volume  |  |
| Total quotation value  |  |
| Expected tender presentation (when) |  |
| Decision expected (when) |  |
| First delivery (when) |  |
| Inission set-up |  |
| *Applicable to all* |  |
| Recommended production site |  |
| Investments needed |  |
| Requested quotation resources- project manager (NPI)- purchase- production |  |
| Estimated man-hours |  |
| Risk analyses |  |
| *Applicable to all* |  |
| Identified risks of losing tender |  |
| How do we eliminate identified risk |  |
| Decision |  |
| Decision (Y/N) |  |
| Motivation |  |