

## ***Shipley Associates Proposal Guide***

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Outline in general terms how you will commence operations. 4.3.2. Provide a high -level schedule showing the timing of transition activities from contract signing through to handover of services delivery. 4.3.2. Provide an organization chart for your transition team. 4.3.2. Identify roles of key resources on the transition team. 4.3.2. Identify resources involved during transition that will be part of the ongoing service delivery team.

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strategy, and highlight your discriminators. 2. Conceive the graphics before you write the text. 3. Select graphics that best support your message. 4.

### **Graphics - Shipley Associates**

The Shipley Proposal Guide provides on 266 pages tools, resources, and best practices based on a proven 7-phase business development lifecycle that helps ensure success.

### **Shipley Associates Proposal Guide : Fourth Edition: Amazon ...**

This module is designed for proposal managers, proposal writers, business developers, proposal coordinators, and proposal contributors. "The guidance you provided on our capture plan helped us re-evaluate and re-direct our win strategy on this must-win competitive bid.

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Shipley recommends sharing the proposal (and brief) with a group of people made up of some of the people who made up your 'pink team'

and reviewed your win strategy, and people who have not been involved in the process yet but who have relevant experience or insight and can provide a fresh pair of eyes. This is your 'red team'.

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### **Shipley Business Development Lifecycle Guide**

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