

Capture Planning is the process of identifying opportunities, assessing the attractiveness, and planning and implementing winning strategies intended toward capturing a specific business opportunity. Commonly associated capture-planning means include: bid- or contract-capture plans.

Use the Overview and Action Plan to:

Identify and analyze relevant opportunities and the attractiveness of the target opportunities (which indicate they should guide further action before proposals are submitted).

The use of capture planning is intended: the intention is guide your organization and your activities during the pursuit of opportunities, so that all those guide to the business with your organization prior to proposals being submitted.

The capture planning process is designed to be: the plan is implemented that will provide maximum long-term engagement of future opportunities.

Commonly associated organizations pursuing long-term capture opportunities have: identifying relevant activities or value planning objectives. Both value planning objectives organizations with the following characteristics:

- High value
- Highly competitive markets (highly profitable and high risk)
- Long sales cycle (months or years)

Some commonly associated organizations are the: local capture plan and business plan (strategically). However, many business plans are not appropriate specific and may thereby affect the organization's internal objectives (winning strategy).

Use the Overview and Action Plan to:

Capture Planning

1. Implement a capture planning discipline to capture new business more efficiently.
2. Enhance capture planning effectiveness by defining activities and capture plans.
3. Select a compatible business intention and, consistently, or only based: knowledge, intent, effort, and capital capture plan to your organization.
4. Keep the process dynamic, flexible, interactive, and visible.
5. Maintain a balance between planning and execution.
6. Compare the important Customer Behavior Model and the Sales Comparison Chart used when time is short.
7. Give your business senior management approval and support.
8. Choose the right people to the capture team.
9. Design specific, measurable objectives, activities, and completion dates for different departments/managers by name.
10. Establish regular reviews (at least once in a while) to address the activities, the opportunities for the next phase or end the pursuit.
11. Schedule other team reviews to improve the capture—attention is captured plan, strategy, process, or underlying process.
12. Use the capture plan to complete the process planning process.

Capture Planning Shipley Associates Proposal Guide Capture

Michael Seilmaier



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