

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, Proposed Goals.

Lead sales and marketing relevant areas that will be portions of the total marketing efforts where they should guide to help drive better proposals are submitted.

The goal of capture planning is to identify the customer to guide your organization and your activities to the potential opportunities, so to as their guide to the business with your organization prior to proposals being submitted.

The capture capture planning originated in the field of organizations that were primarily non-profit large U.S. Government or Federal opportunities.

Commonly, commercial organizations pursuing large, complex opportunities were developing standard approach or sales planning strategies. With some growing complex opportunities with the following characteristics:

- High value
- Highly competitive, multiple people submitting the purchase proposal
- Long sales cycle, multiple phases

Some commercial organizations in the local capture plan and business plan sales-territorially. However, many business plans are still opportunity specific and may thereby affect the organization's internal strategic planning process.

Use the Overview and Action, Proposed Goals.

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, mutually beneficial and complementary or add-on/off technology, service, offer, and capture capture plan to your organization.
4. Map the process dynamics, needs, resources, and costs.
5. Maintain a balance between planning and execution.
6. Compare the Independent Customer Behavior Model and the Sales Comparison Chart used when time is short.
7. Gain and increase 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 department managers by name.
10. Establish regular reviews and assess to determine whether to continue, the opportunity for the next phase or end the pursuit.
11. Schedule sales team reviews to improve the capture—attention is captured plan, strategy, process, or underlying provision.
12. Use the capture plan to complete the proposal planning process.

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AW Rasmussen



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