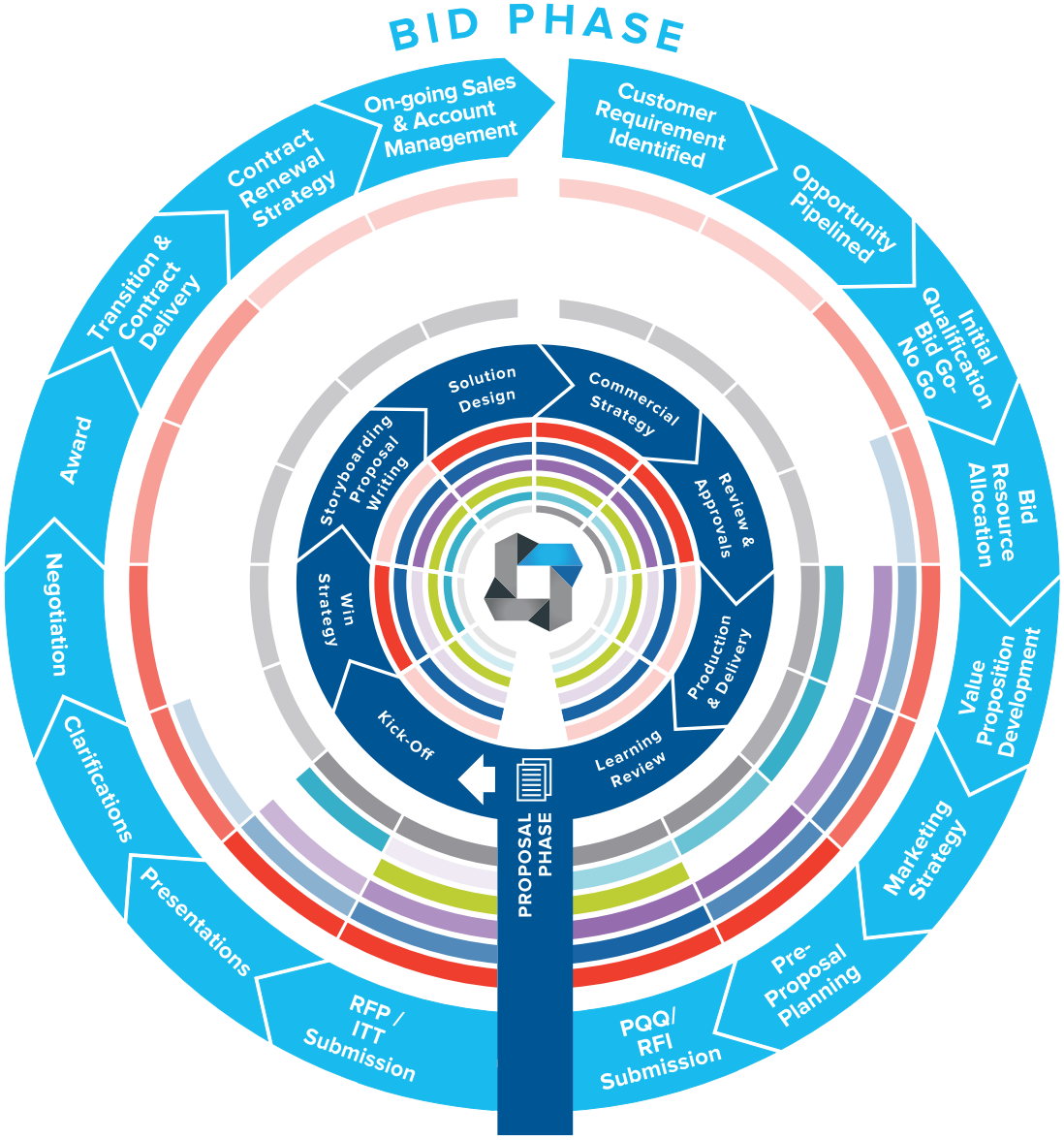
Bid Lifecycle & Core Role Overlay



- **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

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