



- Process best practices
- Tools & Templates
- Managing the content through process
- Process and metrics

About BD Process solutions

The Business Development (BD) process solution covers the Capture to Contract stages and offers organizations a predictable, scalable and efficient process solution to enable you to win more in the marketplace.

The Challenge

Business Development functions face a number of challenges in the quest to convert every opportunity to firm business.

- Lack of structured information from prospect.
- Lack of discipline in the BD process
- Decisions tend to be made adhoc due to lack of time.
- Short cuts are taken due poor information and lack of time only to regret later
- Not being able to scale as the business grows

MindIT's BD process solution eliminates the above problems and more and helps you win more business.

The BD Process Solution

The BD process solution broadly has three steps :

- Assess process and capability gaps using MindIT's BD Diagnostic solution
- Implement best in class processes with a rich library of tools, templates and tricks.
- Raise people capability through training, handholding and Coaching.
- The Process solution uses the APMP (www.apmp.org) framework and will be tuned specific to your organization.

MindIT's Principals, with decades of experience in Sales, Business Development and Delivery will engage with your team to implement the solution.



How will this benefit you ?

The BD Process solution will deliver benefits to your organization in a number of areas :

- Process discipline will make your wins more predictable
- Savings on costs incurred on Opportunities which should not have been pursued in the first place
- Reduce the conflict between Sales, Sales support and Services organization
- Makes the BD process scalable by supporting vertical growth and pursuit of opportunities in new markets/products.

About MindIT

MindIT Business Development (BD) solution provides a range of solutions in the entire Capture to Contract process for your organization. Solutions offered are BD Diagnostics, Bid Process solutions and Bid management.

MindIT also provides Training solutions in the above areas and has a successful track record with clients such as Capgemini, Hexaware, Zensar.

Have questions or require more information ?

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