

Journey Through the SOW Process

Opportunity Identification

This is where we look for our next great partner or build on an existing relationship to continue doing awesome work.

Scoping

Once we understand the customer's need, the process then moves to writing the actual Statement of Work (SOW) contract.

Review

Once a pursuit team has drafted an SOW, it needs to be reviewed internally to ensure quality, technical alignment, and delivery capabilities. Yes, this may slow the process, but it's a valuable checkpoint before agreeing into a legal document.

Submission

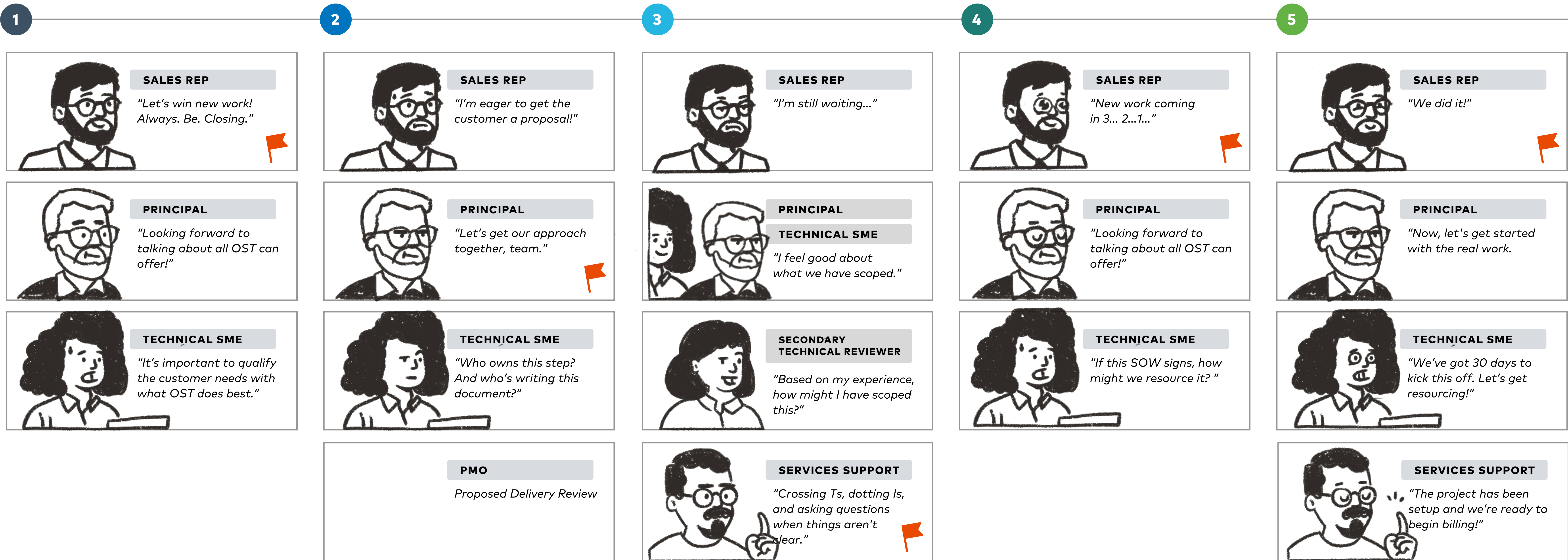
The SOW is ready to go to the customer! It's been reviewed, double-checked, and stamped with a SOW ID number. Let's go!

Approval

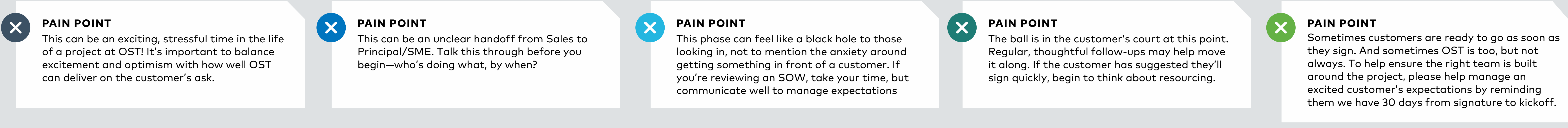
We've got ink!
The opportunity is now a project!

Roles & Reactions

Ownership Over Phase



Pain Points



Tools

