

# Commitment for Excellence™

## Sample Proposal



### Background

Senior management at WannaGoUp Manufacturing, Inc. (WGUM) believes that the company could become appreciably more competitive, more responsive to customer needs, more productive, generate better cash flow, and be more profitable. They believe that a project to accomplish these objectives can be launched more effectively if their CEO, senior officers, other key executives, department managers, and project team members first receive education about MRP II/ERP principles.

### Deliverables

**Milton Habeck** of Unbeaten Path will deliver a two-day **Commitment for Excellence** class at the Client's Pittsburgh headquarters site at a mutually convenient time during the month of **Junxio**, 20xx. The objective is to build an enthusiastic commitment to closed-loop/MRP/JIT principles, create a vision for world class business performance, and transform the process of polishing the usage of **software name** functionality from an IS project into a total company drive for excellence.

### Preparations for the classroom delivery

One day of on-site preparation time will be scheduled at the Client's Alabama manufacturing facility at least two weeks in advance of the training. This time will be used to familiarize the instructor with Client operations so as to facilitate and enrich the delivery of the class and to customize certain sections of the training material. Mr. Habeck will interview a variety of employees to learn about WGUM's business; here is a sample interview list:

- ✧ *sales/marketing manager*
- ✧ *sales forecaster*
- ✧ *manufacturing scheduler*
- ✧ *buyer*
- ✧ *factory foreman (including a very comprehensive, unhurried plant tour)*
- ✧ *stockroom supervisor*
- ✧ *logistics coordinator (if distribution strategy is key to satisfying customers)*
- ✧ *engineers familiar with bills of material and engineering standards*
- ✧ *cost accountant*
- ✧ *IS supervisor*
- ✧ *customer service representative*
- ✧ *financial manager*

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## Opportunity for go/no-go evaluation

After the conclusion of the one day of on-site preparation time (*very late in the afternoon or early evening of that same day*), Mr. Habeck will meet with Client staff to discuss his findings and observations. If the Client determines that Milt's insights about WannaGoUp Manufacturing lack clarity or precision or are in any other way unsatisfactory, the Client may elect to cancel this Engagement Agreement and not proceed with the two days of classroom training. In the event the Client elects to cancel the classroom training within 24 hours after the conclusion of Milt's one-day preparation visit, then the professional service fees for that day of on-site preparation would not be invoiced to the Client.

## Customizations to training material

After the conclusion of his on-site preparation visit, Milt will prepare a limited number of customized pages for the training material so as to employ information recognizable to Client staff. For example, Milt will ask WGUM to nominate two well-known finished products and then ask for help learning how the bills of material for those two items are structured.

## Guarantee of high-quality training

Milt Habeck's professional service fees for the two days of classroom training are subject to our money-back-guarantee. If the results from the Commitment for Excellence training fail to generate an authentic/tangible enthusiasm for moving forward with implementing MRP II principles at WannaGoUp Manufacturing, then Mr. Habeck's professional service fees for conducting those two days of training will not be invoiced to the Client. The degree of enthusiasm generated by the training will be measured from entries on student feedback forms.

## Questions ?

It would be a privilege to answer any questions about this draft proposal for Commitment for Excellence education. Here's Unbeaten Path International's contact information:

**Toll free North America: (888) 874-8008**

**International: (+USA) 262-681-3151**

**Send us an email ( click [here](#) )**



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