

PROJECT REQUIREMENTS BOOT CAMP

*Define Project Requirements
Across Users, Customers &
your Organization*

*Craft a Contract that sets
Clear Investment &
Return Expectations*

*Safeguard Against Scope
Creep & Eliminate Confusion*



AGENDA (3 DAYS ON-SITE OR VIRTUAL OPTIONS AVAILABLE)

3-DAY AGENDA	DESCRIPTION
DAY 1	Event Kickoff Project Requirements Kaizen Current State Guiding Principles
DAY 2	Event Workflow Understanding Customer Needs Defining Our Solution Defining Project Tasks Estimation of Project Revenue Aligning on Project Schedule & Costs Calculating Return on Investment
DAY 3 (1/2 DAY)	Daily Management Report Out



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INNOVATION
A LEAN FOCUS PRACTICE AREA

PROJECT REQUIREMENTS BOOT CAMP

WHAT IS A PROJECT REQUIREMENTS BOOT CAMP?

Unlock clarity for your project with the Project Requirements Boot Camp. Craft a unified project definition that guides you from start to finish:

- Find Core Value: Pinpoint your product's essence, ensuring every aspect aligns seamlessly.
- Plan with Precision: Develop precise marketing and design strategies for project success.
- Team Harmony: Collaborate seamlessly, clarifying roles and enhancing unity.
- Gain Smart Insights: Track finances for effective metrics and a successful launch.

Elevate your project with the Project Requirements Boot Camp

❖ where clarity, precision, teamwork, and success unite.

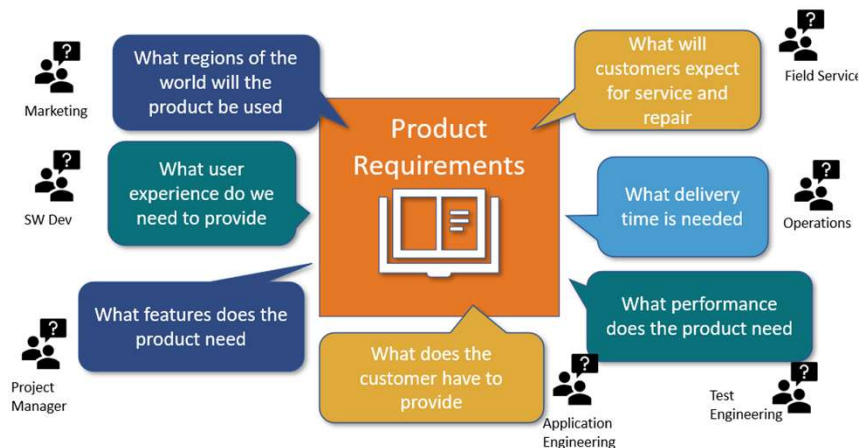
HARNESS CLARITY AND UNITY FOR PROJECT SUCCESS:



An Enduring
“Contract” for
All Involved

Capture Financial Commitments &
Ensure Launch Success

	A	B	C	D	E	F	G	H	I
1	Year 1	2020	2020	2021	2022	2023	2024	2025	2026
2	Revenue	\$ -	\$ -	\$ -	\$ -	\$ 2,630,000	\$ 5,260,000	\$ 5,260,000	\$ 5,260,000
3	Gross Margin					60%	60%	60%	60%
4	Gross Profit					\$ 1,578,000	\$ 3,156,000	\$ 3,156,000	\$ 3,156,000
5									
6	SGA	15%	\$ -	\$ -	\$ -	\$ 236,700	\$ 473,400	\$ 473,400	\$ 473,400
7	R&D		\$ -	\$ 124,800	\$ 202,400	\$ 77,600	\$ -	\$ -	\$ -
8	R/A		\$ -	\$ 65,000	\$ 65,000	\$ -	\$ -	\$ -	\$ -
9	Mktg		\$ -	\$ -	\$ -	\$ 95,000	\$ 173,000	\$ -	\$ -
10									
11	Cash Flow		\$ -	\$ (189,800)	\$ (267,400)	\$ 1,168,700	\$ 2,509,600	\$ 2,682,600	\$ 2,682,600
12	Cumu Cash Flow		\$ -	\$ (189,800)	\$ (457,200)	\$ 711,500	\$ 3,221,100	\$ 5,903,700	\$ 8,586,300
13									
14	CapEx		\$ -	\$ 600,000	\$ 720,000	\$ 120,000	\$ -	\$ -	\$ -



Single Point-of-Truth for
Market Requirements & Design Specifications

REQUEST A CONSULT:
INFO@LEANFOCUS.COM

How do I get started?

Schedule a Project Requirements
Boot Camp

Take the first step toward workspace transformation. Contact us today to schedule a consultation and discover how defining Project Requirements can elevate your organization's operations.



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