

## Pre-Project Prospect's Environmental Analysis

Tasks	Status	Notes
Identify key stakeholders – Project Sponsor/Decision Maker(s)		
Identify key stakeholders – Positive Influencers		
Identify key stakeholders – Negative Influencers		
What is the Project Funding Approval Process?		
What are the key prospect's priorities: For example: <ul style="list-style-type: none"> <li>• Project completion date</li> <li>• Regulatory approval</li> <li>• Find the root cause of the problem</li> </ul>		
What are the key prospect's constraints: For example: <ul style="list-style-type: none"> <li>• Project Budget</li> <li>• Project timeline</li> <li>• Availability of resources</li> </ul>		
Business Context – Key Business Drivers <ul style="list-style-type: none"> <li>• Problem</li> <li>• Opportunity</li> <li>• Risk</li> <li>• Gap</li> </ul> What is driving the customer to sign the deal with us?		
Business Context – Do we know the prospect's business vision, strategy, and values?		



Business Context – Do we know the Business model, Business Architecture, Organisational chart, Value chains, and offerings of the prospect?		
Technical Context – Do you know the prospect's IT/IS architecture, Systems Architecture, and Technology landscape documentation?		