Sales Process

Phase

Customer

Design

Sales

Project planning

Project management

SCM/Sourcing

Engineering

External suppliers

Production

Request

Develop Design BP 10002

Yes

Shipbuilding inquiry investigation WP 03001-03

Capture requirement WP 03001-01

Evaluate lead WP 03001-02

Lead accepted?

No

Archive

No

Requirement& Prospect review WP 03001-04

Incl sourcing &design NOT prod/ endineering?

Kick off/ Infomøte WP 06000-14 1.

Vesseltype

Customer

Re-use previous projects/ adjustments

Incl sourcing &design NOT prod/ endineering? Ref design for production

Evaluation WP 06000-14 3.

Conclusions WP 06000-14 4.

Equipment?

yes

no

Supplier interaction WP 06000-14 2.

Final Negotiations Supplier WP 06000-14 5.

Consequences for Eng/Prod solution and hours?

Sign contract Supplier WP 06000-14 6.

Solution?

Alternatives: price and delivery time

Calculation WP 03001-05

Material calculation WP 03001-05 1.

Supply BP 06000??

Calculation in Triark/Verftssupport

Final calculation updated

Record project into Triark WP 03001-05 2.

no

Project planning ? BP 09009

Hours registrarion

Hours registration

Evaluate price WP 03001-05 3.

Price approved?

yes

Quotation WP 03001-06

Contract negotiation WP 03001-07

Archive

Contract sign& Approval WP 03001-09

Contract review WP 07002-02