



The  Project Manager's Academy

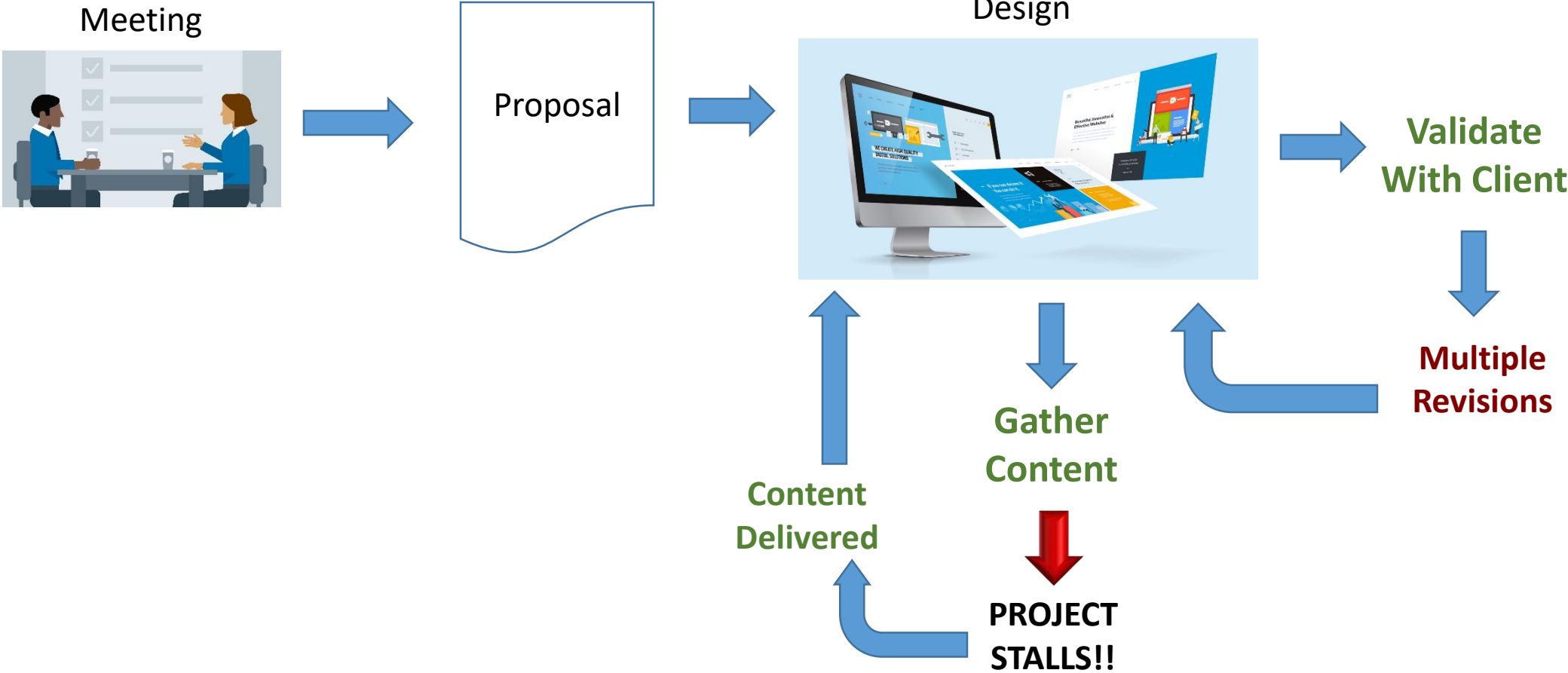
How to Get Paid for All You Do!

by using

A 2-Step Proposal Process
and
A Change Budget



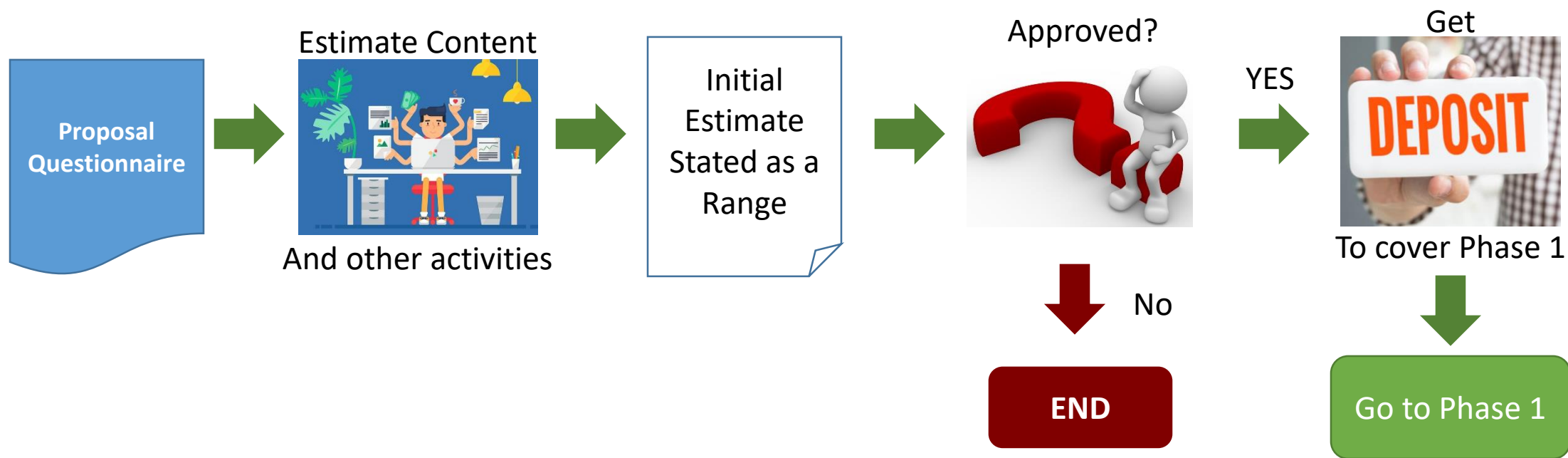
How It's Typically Done





The WPPMA 2-Step Proposal Process - Step 1

PHASE 0 – PROPOSAL CREATION





The WPPMA 2-Step Proposal Process - **Step 2**

PHASE 1 – PROJECT DEFINITION

Perform the Deep Dive Discovery



+

Add any new



Discovered

+

Adjust for any



Changed Requirements



Detailed SOW



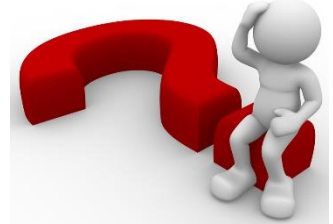
With more precise estimate



Go to Phase 2

NO

Does new estimate



exceed the proposal estimate?

YES

NO

Deliver



To client

END



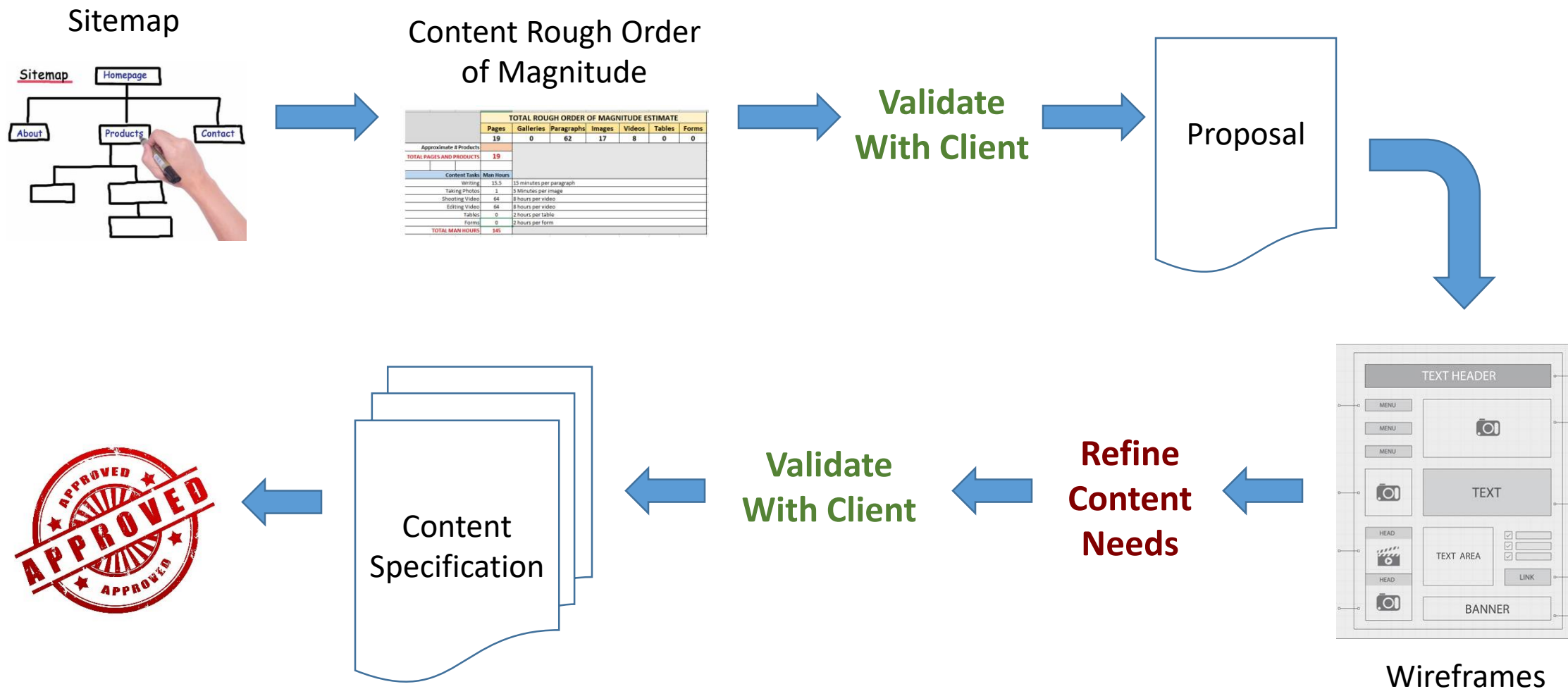
YES



Did client elect to cancel?

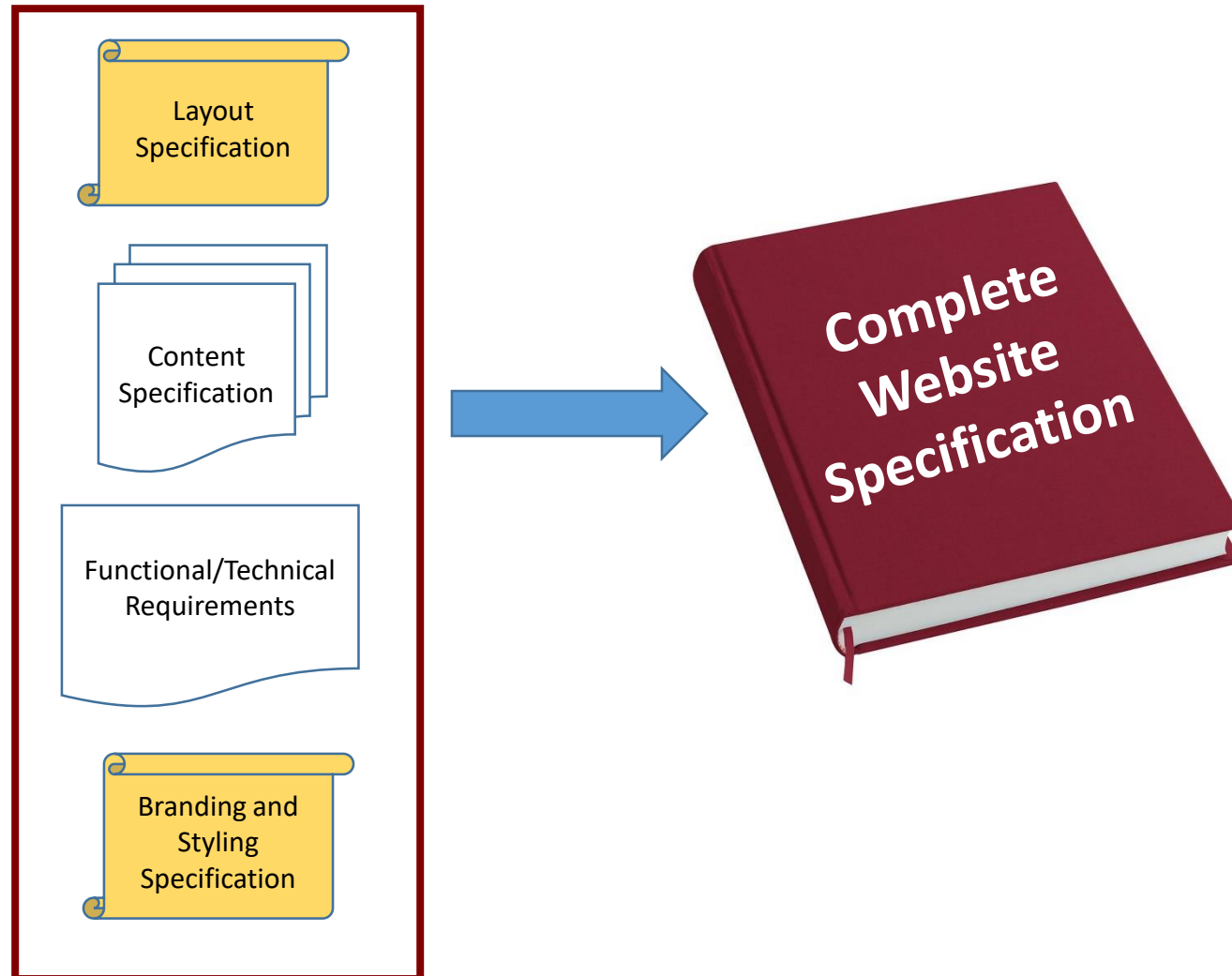


Breaking Down the Discovery Activity





Breaking Down the Discovery Activity





To Control Scope Creep, you need to:

- Establish a solid Change Control procedure that:
 - ✓ Uses a change budget
 - ✓ Is invoked without exception
 - ✓ Is part of your contract
- Define acceptance criteria up front
 - ✓ Then “approving” is not necessary
- Use incremental acceptance
 - ✓ Break the site into “approvable” chunks



Getting Paid for All the Work

