



Winning organizations assemble permanent and temporary business capture teams of their most valuable and highly skilled people to quickly capture opportunities or to overcome problems.

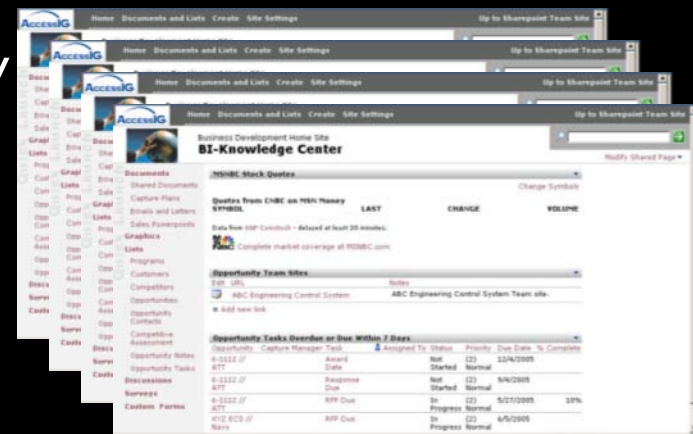
These teams need a way to quickly access and share both structured and unstructured information, using WORD, EXCEL, PowerPoint, PDF's, and Web Browsers, without having to spend the time learning a new set of tools.

BI-Knowledge Center[®]

based on **Microsoft SharePoint** Technologies

Identify and harvest tribal knowledge to increase your influence & control over each business opportunity:

- Quickly store, access and control relevant information
- Proactively push knowledge to targeted audiences
- Reduce implementation time and development costs
- Speed adaptation by using familiar Microsoft Office interfaces and tools
- Access information securely, easily and timely by authorized role



BI-Knowledge Center[®]

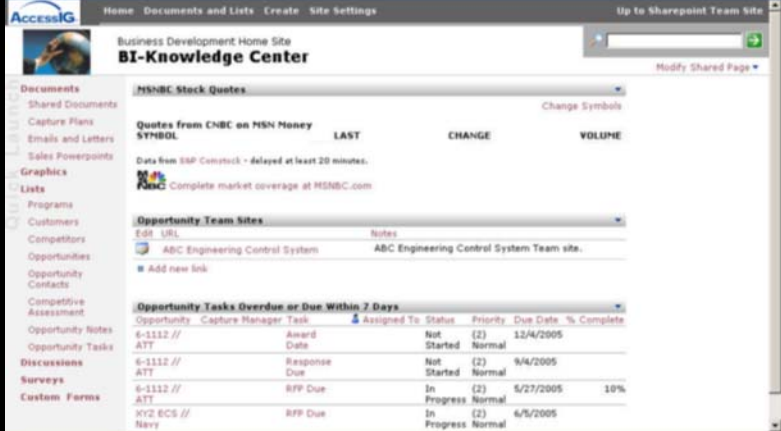


- Deliver rapid benefits by adding needed functionality to the existing systems you already have (Microsoft Office Tools)
- Identify and harvest tribal knowledge so the entire team can apply their skills to the opportunity
- Avoid the risk, cost and delay associated with learning new systems
- Transform a single informal, business critical process into a formal process that can be professionally managed and supported across multiple departments or business units

BI-Knowledge Center®

Features

- Collaboration
- Workflow
- Familiar interface
- Remote access
- Up to date information
- Integration of multiple data sources
- Additional Data Entry (forms)
- Role-based security



The screenshot displays the BI-Knowledge Center web interface. The main content area is titled "Business Development Home Site BI-Knowledge Center". It features several sections:

- MSNBC Stock Quotes:** A table with columns for SYMBOL, LAST, CHANGE, and VOLUME. It includes a "Change Symbols" link and a note: "Data from S&P Comstock - delayed at least 20 minutes." Below this is a link to "Complete market coverage at MSNBC.com".
- Opportunity Team Sites:** A section with an "Edit URL" link and a table listing team sites. One entry is "ABC Engineering Control System" with a link to "ABC Engineering Control System Team site." and an "Add new link" button.
- Opportunity Tasks Overdue or Due Within 7 Days:** A table with columns for Opportunity, Capture Manager, Task, Assigned To, Status, Priority, Due Date, and % Complete. It lists several tasks with their respective details.

The left sidebar contains navigation links for Documents, Shared Documents, Capture Plans, Emails and Letters, Sales Powerpoints, Graphics, Lists, Programs, Customers, Competitors, Opportunities, Opportunity Notes, Opportunity Tasks, Discussions, Surveys, and Custom Forms.

The BI-Knowledge Center is a centrally located, Web-based solution for accessing and sharing information across departments, divisions, business units, or the entire enterprise. It is easily configurable without additional programming providing rapid benefits at low cost.

The screenshot shows the BI-Knowledge Center web application. At the top, there is a navigation bar with 'Home', 'Documents and Lists', 'Create', and 'Site Settings'. On the right, it says 'Up to Sharepoint Team Site'. Below the navigation bar, there is a search box and a 'Modify Shared Page' link. The main content area is divided into several sections:

- Documents:** Includes links for Shared Documents, Capture Plans, Emails and Letters, and Sales Powerpoints.
- Graphics:** A section for visual content.
- Lists:** Includes Programs, Customers, Competitors, Opportunities, Opportunity Contacts, Competitive Assessment, Opportunity Notes, and Opportunity Tasks.
- Discussions:** A section for team discussions.
- Surveys:** A section for surveys.
- Custom Forms:** A section for custom forms.

The main content area features three primary sections:

- MSNBC Stock Quotes:** A section with a 'Change Symbols' link. It displays 'Quotes from CNBC on MSN Money' with columns for SYMBOL, LAST, CHANGE, and VOLUME. A note indicates 'Data from S&P Comstock - delayed at least 20 minutes.' and includes the MSNBC logo with the text 'Complete market coverage at MSNBC.com'.
- Opportunity Team Sites:** A table listing team sites.

Edit	URL	Notes
	ABC Engineering Control System	ABC Engineering Control System Team site.

 Below the table is a link to 'Add new link'.
- Opportunity Tasks Overdue or Due Within 7 Days:** A table listing tasks.

Opportunity	Capture Manager	Task	Assigned To	Status	Priority	Due Date	% Complete
6-1112 // ATT		Award Date		Not Started	(2) Normal	12/4/2005	
6-1112 // ATT		Response Due		Not Started	(2) Normal	9/4/2005	
6-1112 // ATT		RFP Due		In Progress	(2) Normal	5/27/2005	10%
XYZ ECS // Navy		RFP Due		In Progress	(2) Normal	6/5/2005	

- This example is configured for Business Development teams (pursuit and capture of business opportunities)
- This is a top level site containing information and links to multiple (opportunities) sub-sites

The screenshot shows a SharePoint site interface. At the top, there is a navigation bar with 'Home', 'Documents and Lists', 'Create', and 'Site Settings'. On the right, there is a link to 'Up to Sharepoint Team Site' and a search box. The main header area contains the text 'Business Development Home Site' and 'BI-Knowledge Center', with a red arrow pointing to the latter. Below the header, there are three main sections: 'MSNBC Stock Quotes', 'Opportunity Team Sites', and 'Opportunity Tasks Overdue or Due Within 7 Days'. A left-hand navigation menu is visible, listing various site features like 'Documents', 'Graphics', 'Lists', 'Discussions', etc.

Documents

- Shared Documents
- Capture Plans
- Emails and Letters
- Sales Powerpoints

Graphics

Lists

- Programs
- Customers
- Competitors
- Opportunities
- Opportunity Contacts
- Competitive Assessment
- Opportunity Notes
- Opportunity Tasks

Discussions

Surveys

Custom Forms

MSNBC Stock Quotes Change Symbols

Quotes from CNBC on MSN Money

SYMBOL	LAST	CHANGE	VOLUME
Data from S&P Comstock - delayed at least 20 minutes.			
Complete market coverage at MSNBC.com			

Opportunity Team Sites

Edit	URL	Notes
	ABC Engineering Control System	ABC Engineering Control System Team site.

Add new link

Opportunity Tasks Overdue or Due Within 7 Days

Opportunity	Capture Manager	Task	Assigned To	Status	Priority	Due Date	% Complete
6-1112 // ATT		Award Date		Not Started	(2) Normal	12/4/2005	
6-1112 // ATT		Response Due		Not Started	(2) Normal	9/4/2005	
6-1112 // ATT		RFP Due		In Progress	(2) Normal	5/27/2005	10%
XYZ ECS // Navy		RFP Due		In Progress	(2) Normal	6/5/2005	

- This is a sub-site representing the pursuit of a single business opportunity
- (Upper left) A set of document libraries can be set up to store, publish and share documents; i.e., Proposals, RFP's, Capture Plans, Correspondence, PowerPoint's, etc.

The screenshot shows a web application interface for the ABC Engineering Control System BI-Knowledge Center. At the top, there is a navigation bar with links for Home, Documents and Lists, Create, Site Settings, and Help. On the right, there is a link to the Business Development Home Site and a search bar. The main content area is divided into several sections:

- Documents:** A sidebar menu on the left lists various document types: Proposals, RFPs, Capture Plans, Correspondence, Sales Powerpoints, and Drawings/Graphics. A red dashed box highlights this menu, and a red arrow points from the 'Drawings/Graphics' link to the 'Announcements' section.
- Announcements:** A section titled 'ABC ECS Technical Drawings are posted' dated 3/12/2006 5:01 PM, posted by 'AIGDEMOSRVR\administrator'. The text states: 'Michael has finished his drawings and will now begin his write up.' Below this is a link to 'Add new announcement'.
- Events:** A section titled 'Production Planning Meeting' dated 3/27/2006 2:00 PM. Below this is a link to 'Add new event'.
- Tasks:** A section with a table of tasks. The first task is 'Submit Preliminary Quote to Team' assigned to 'Michael Baxter'. Below this is a link to 'Add new item'.
- ABC/ECS:** A section featuring a large image of a U.S. Navy ship at sea. To the right of the image is the text '(U.S. NAVY)'.
- Contacts:** A section with a table of contacts. The table has columns for Last Name, First Name, Business Phone, and E-mail Address. The contacts listed are Michael Baxter (414.875.4771, mBaxter@myco.com) and Nadia Jackson (973.360.7000, njackson@myco.com). Below the table is a link to 'Add new item'.
- Technical Discussions:** A section with a table of discussions. The first discussion is 'Automation Systems (2)'. Below this is a link to 'Add new discussion'.

- This is an example of what you might see if you clicked on the Proposal library.
- All libraries can store information in various formats; i.e., WORD, EXCEL, PDF, PowerPoint.

The screenshot shows a SharePoint document library interface. At the top, there is a navigation bar with the 'ACCESSIG' logo and links for 'Home', 'Documents and Lists', 'Create', 'Site Settings', and 'Help'. The current page title is 'ABC Engineering Control System' and the library name is 'Proposals'. A search box is visible on the right side of the header.

Below the header, there is a toolbar with the following actions: 'New Document', 'Upload Document', 'New Folder', 'Filter', and 'Edit in Datasheet'. The main content area displays a table of documents:

Type	Document Name	Modified	Modified By	Checked Out To
	ABC ECS OA	3/14/2006 11:14 AM	AIGDEMOSRVR\administrator	
	ABC Technical Drawings	3/14/2006 11:14 AM	AIGDEMOSRVR\administrator	

On the left side, there is a sidebar with the following sections:

- Select a View:** 'All Documents' (selected), 'Explorer View'
- Actions:**
 - Alert me
 - Export to spreadsheet
 - Modify settings and columns

Users can be assigned different levels of permission; i.e., some users may have the ability to only read the documents, others may have the ability to change or update.

The screenshot shows a SharePoint document library interface. At the top, there is a navigation bar with the 'ACCESSIG' logo and menu items: 'Home', 'Documents and Lists', 'Create', 'Site Settings', and 'Help'. On the right side of the navigation bar, it says 'Up to Business Development Home Site'. Below the navigation bar, the page title is 'ABC Engineering Control System' and the library name is 'RFPs'. A search box is located on the right side of the page. Below the search box, there is a toolbar with the following actions: 'New Document', 'Upload Document', 'New Folder', 'Filter', and 'Edit in Datasheet'. The main content area displays a table of documents. The table has four columns: 'Type', 'Document Name', 'Modified', and 'Modified By'. The 'Checked Out To' column is also present but empty. The table contains three rows of documents, all created on 3/14/2006. The left sidebar contains 'Select a View' with 'All Documents' selected and 'Explorer View' as an option. Below that, there is an 'Actions' section with three items: 'Alert me', 'Export to spreadsheet', and 'Modify settings and columns'.

Home Documents and Lists Create Site Settings Help Up to Business Development Home Site

ABC Engineering Control System

RFPs

Select a View

All Documents

Explorer View

Actions

- Alert me
- Export to spreadsheet
- Modify settings and columns

New Document | Upload Document | New Folder | Filter | Edit in Datasheet

Type	Document Name	Modified	Modified By	Checked Out To
	Attachment 1-Quoting Instructions	3/14/2006 11:36 AM	AIGDEMOSRVR\administrator	
	Attachment 2 - Proposal Response Template	3/14/2006 11:39 AM	AIGDEMOSRVR\administrator	
	Attachment 3- Statement of Work (final)	3/14/2006 11:36 AM	AIGDEMOSRVR\administrator	

- Documents can be “checked out” and “checked in” to maintain revision control
- Multiple versions of a document can be maintained with revision information

The screenshot displays a web application interface for document management. At the top, there is a navigation bar with the 'ACCESSIG' logo and menu items: 'Home', 'Documents and Lists', 'Create', 'Site Settings', and 'Help'. On the right side of the navigation bar, it says 'Up to Business Development Home Site'.

Below the navigation bar, the page title is 'ABC Engineering Control System' and the main heading is 'Capture Plans'. There is a search bar on the right with a magnifying glass icon and a green arrow button.

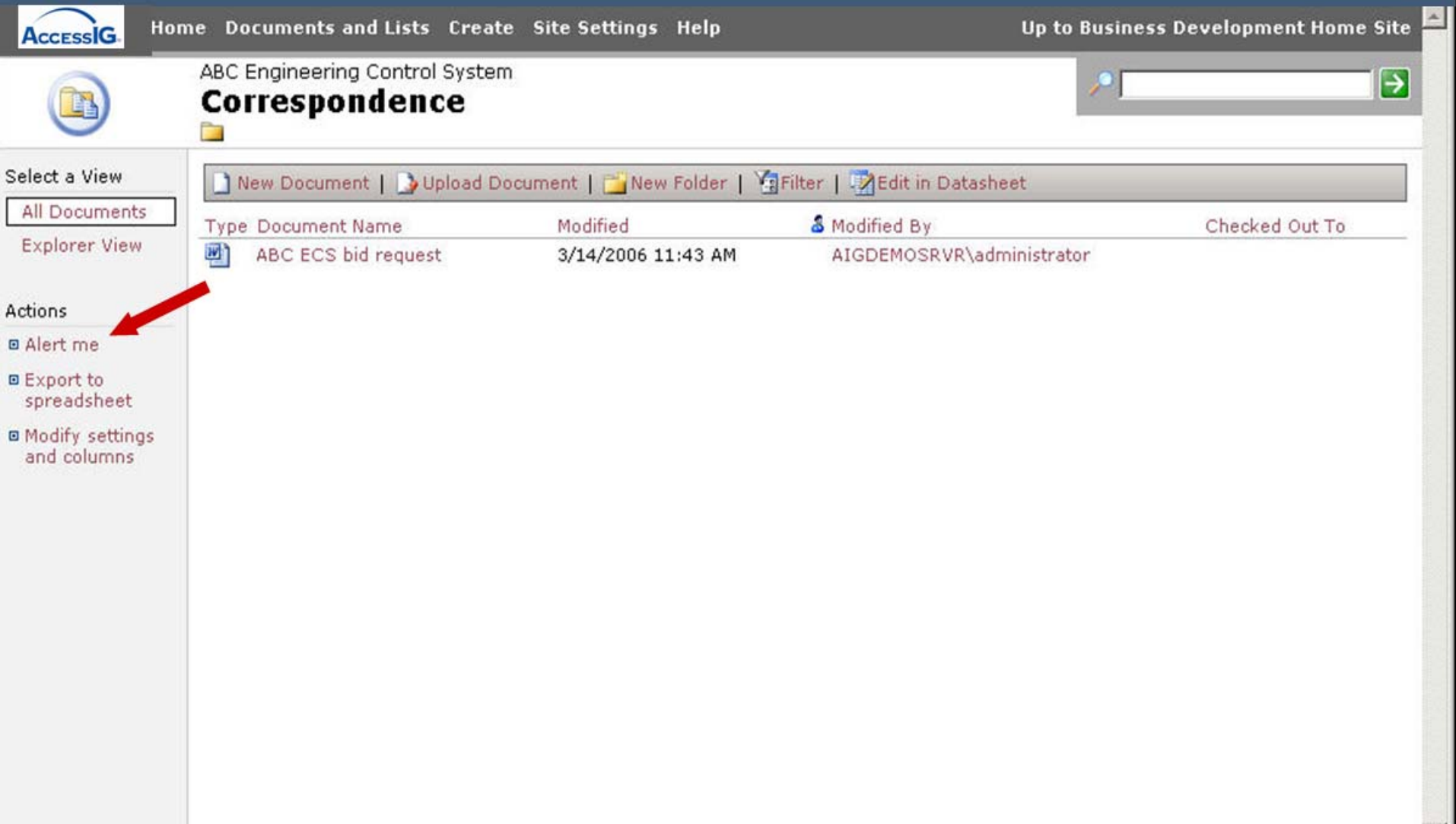
On the left side, there is a sidebar with the following sections:

- Select a View:** 'All Documents' (selected), 'Explorer View'.
- Actions:** 'Alert me', 'Export to spreadsheet', 'Modify settings and columns'.

The main content area features a toolbar with the following actions: 'New Document', 'Upload Document', 'New Folder', 'Filter', and 'Edit in Datasheet'. Below the toolbar is a table listing documents:

Type	Document Name	Modified	Modified By	Checked Out To
	ABC ECS Capture Plan	3/14/2006 11:03 AM	AIGDEMOSRVR\administrator	

Users can “subscribe” to almost any item within the BI-Knowledge Center so they can be alerted by e-mail when an item is updated or changed.



The screenshot displays the ACCESSIG web interface. At the top, there is a navigation bar with links for Home, Documents and Lists, Create, Site Settings, and Help. The current page is titled "ABC Engineering Control System Correspondence". Below the title, there is a search bar and a green arrow button. The main content area shows a list of documents with columns for Type, Document Name, Modified, Modified By, and Checked Out To. A red arrow points to the "Alert me" option in the Actions menu on the left side of the interface.


Home Documents and Lists Create Site Settings Help Up to Business Development Home Site

ABC Engineering Control System
Correspondence

Select a View
All Documents
Explorer View

Actions
Alert me
Export to spreadsheet
Modify settings and columns

New Document | Upload Document | New Folder | Filter | Edit in Datasheet

Type	Document Name	Modified	Modified By	Checked Out To
	ABC ECS bid request	3/14/2006 11:43 AM	AIGDEMOSRVR\administrator	

Sites can be searched using the searching tool bar at the upper right

The screenshot displays the AccessIG web interface. At the top, there is a navigation bar with the following items: Home, Documents and Lists, Create, Site Settings, Help, and Up to Business Development Home Site. The main header area shows 'ABC Engineering Control System' and 'Sales Powerpoints' with a folder icon. A search bar is located in the upper right corner, with a red arrow pointing to it. Below the header, there is a toolbar with icons for 'New Document', 'Upload Document', 'New Folder', 'Filter', and 'Edit in Datasheet'. The main content area is a table with the following columns: Type, Document Name, Modified, Modified By, and Checked Out To. The table contains two rows of data:

Type	Document Name	Modified	Modified By	Checked Out To
	System Capabilities Demo	3/14/2006 11:07 AM	AIGDEMOSRVR\administrator	
	Product ABC Sales Demo	3/14/2006 11:07 AM	AIGDEMOSRVR\administrator	

On the left side, there is a sidebar with the following sections:

- Select a View
 - All Documents
 - Explorer View
- Actions
 - Alert me
 - Export to spreadsheet
 - Modify settings and columns

Users are not limited to only MS Office documents



ABC Engineering Control System BI-Knowledge Center

Modify Shared Page ▾

Documents

- Proposals
- RFPs
- Capture Plans
- Correspondence
- Sales Powerpoints

Drawings/Graphics

- Technical Drawings
- Logos and Images

Lists

- Contacts
- Tasks
- Requirements and Development Issues

Discussions

- Technical Discussions

Surveys

Announcements

ABC ECS Technical Drawings are posted 3/12/2006 5:01 PM
by AIGDEMOSRVR\administrator
Michael has finished his drawings and will now begin his write up.

Add new announcement

Events

3/27/2006 2:00 PM Production Planning Meeting

Add new event

Tasks

Title	Assigned To
Submit Preliminary Quote to Team	Michael Baxter

Add new item

ABC/ECS



Contacts

Last Name	First Name	Business Phone	E-mail Address
Baxter	Michael	414.875.4771	mBaxter@myco.com
Jackson	Nadia	973.360.7000	njackson@myco.com

Add new item

Technical Discussions

Subject
Subject : Automation Systems (2)

Add new discussion

This is an example of different drawings that are posted on the site

ACCESSIG Home Documents and Lists Create Site Settings Help Up to Business Development Home Site

ABC Engineering Control System
Technical Drawings

Select a View

- All Pictures
- Details
- Thumbnails
- Filmstrip

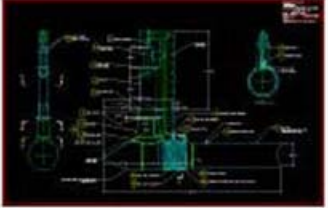
Selected Pictures

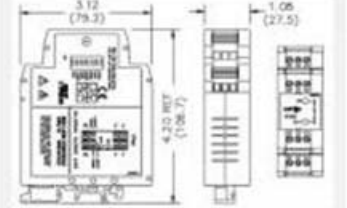
Explorer View

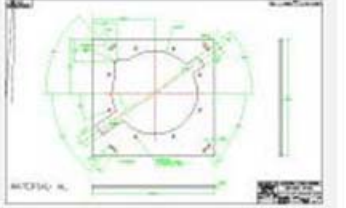
Actions

- View slide show
- View all folders
- Alert me
- Modify settings and columns

Add Picture | New Folder | Filter | Delete | Edit Pictures | Download | Send To

 cad-40-1

 ElecCad

 frame-02

- Lists are powerful databases that can be configured and improved over time
- They can be viewed in datasheet format (similar to a spreadsheet), or exported to a spreadsheet

ACCESSIG Home Documents and Lists Create Site Settings Help Up to Business Development Home Site

ABC Engineering Control System
BI-Knowledge Center

Modify Shared Page ▾

Documents

- Proposals
- RFPs
- Capture Plans
- Correspondence
- Sales Powerpoints

Drawings/Graphics

- Technical Drawings
- Logos and Images

Lists

- Contacts
- Tasks
- Requirements and Development Issues

Discussions

- Technical Discussions

Surveys

Announcements ▾

ABC ECS Technical Drawings are posted 3/12/2006 5:01 PM
by AIGDEMOSRVR\administrator
Michael has finished his drawings and will now begin his write up.

▣ Add new announcement

Events ▾

3/27/2006 2:00 PM Production Planning Meeting


▣ Add new event

Tasks ▾

Title	Assigned To
Submit Preliminary Quote to Team	Michael Baxter

▣ Add new item

ABC/ECS ▾



(U.S. NAVY)

Contacts ▾

Last Name	First Name	Business Phone	E-mail Address
Baxter	Michael	414.875.4771	mBaxter@myco.com
Jackson	Nadia	973.360.7000	njackson@myco.com

▣ Add new item

Technical Discussions ▾

Subject

+ **Subject : Automation Systems (2)**

▣ Add new discussion

- Contacts can be imported directly from Microsoft Outlook
- Then, they can be shared among sub-sites or across larger sites

ACCESSIG Home Documents and Lists Create Site Settings Help Up to Business Development Home Site

ABC Engineering Control System

Contacts

Select a View: All Contacts

Use the Contacts list for information about people that your team works with.

New Item | Filter | Edit in Datasheet | Link to Outlook | Import Contacts

Last Name	First Name	Company	Business Phone	Home Phone	E-mail Address
Baxter	Michael	Power & Control Technologies, Inc.	414.875.4771		mBaxter@myco.com
Jackson	Nadia	Power & Control Technologies, Inc.	973.360.7000		njackson@myco.com




View Item
Edit Item
Delete Item
Export Contact
Alert Me

- Information, such as a contact, can be edited directly using a Web-based entry form
- Additional fields can be easily added, or fields can be eliminated



ABC Engineering Control System

Contacts: Jackson

 Save and Close |  Attach File |  Delete Item | [Go Back to List](#)

Last Name *	<input type="text" value="Jackson"/>
First Name	<input type="text" value="Nadia"/>
Full Name	<input type="text" value="NadiaJackson"/>
E-mail Address	<input type="text" value="njackson@myco.com"/>
Company	<input type="text" value="Power & Control Technologies, Inc."/>
Job Title	<input type="text"/>
Business Phone	<input type="text" value="973.360.7000"/>
Home Phone	<input type="text"/>
Mobile Phone	<input type="text"/>
Fax Number	<input type="text"/>
Address	<input type="text"/>
City	<input type="text"/>
State	<input type="text"/>
Postal Code	<input type="text"/>

- The BI-Knowledge Center is useful for scheduling and managing tasks
- Attachments can be stored with the task

The screenshot shows the Microsoft Access 2010 web application interface for a task list. The top navigation bar includes the ACCESSIG logo, a search bar, and links for Home, Documents and Lists, Create, Site Settings, and Help. The main header displays "ABC Engineering Control System" and "Tasks".

On the left sidebar, there are sections for "Select a View" (with "All Tasks" selected), "My Tasks", "Due Today", "Active Tasks", "By Assigned To", and "Calendar". Below this is an "Actions" section with options: "Alert me", "Export to spreadsheet", and "Modify settings and columns".

The main content area features a toolbar with "New Item", "Filter", and "Edit in Datasheet" buttons. Below the toolbar is a table with the following columns: Title, Assigned To, Status, Priority, Due Date, and % Complete. A single task is listed: "Submit Preliminary Quote to Team" assigned to "Michael Baxter" with a status of "Not Started" and a priority of "(2) Normal". A context menu is open over the task title, showing options: "View Item", "Edit Item" (highlighted with a mouse cursor), "Delete Item", and "Alert Me".

Title	Assigned To	Status	Priority	Due Date	% Complete
Submit Preliminary Quote to Team	Michael Baxter	Not Started	(2) Normal		

In addition to adding fields, certain information may be designated as required



ABC Engineering Control System

Tasks: Submit Preliminary Quote to Team

Save and Close | Attach File | Delete Item | [Go Back to List](#)

Title *

Priority

Status

% Complete %

Assigned To

Description

Make sure you call

Start Date

Enter date in M/D/YYYY format.

Due Date

Enter date in M/D/YYYY format.

 * indicates a required field

- Note that a Priority, Due Date and Comments have been added
- Each of these screens with the BI-Knowledge Center are easily configurable



ABC Engineering Control System

Requirements and Development Issues: CDF Comments 300, 314, and 320

Save and Close | Attach File | Delete Item | [Go Back to List](#)

Title *

Assigned To

Status

Category

Add Related Issue
Type the Issue ID of one issue

Priority

Comment

Due Date
Enter date in M/D/YYYY format.

Attachments [Section 300 314 320 324 comments MAB 10_30_2005.doc](#) Delete

* indicates a required field

- Multiple discussion threads can be started giving users access to on-going discussions and comments
- Users can be alerted when additional responses are posted

The screenshot shows a SharePoint discussion board interface. At the top, there is a navigation bar with 'ACCESSIG' logo, 'Home', 'Documents and Lists', 'Create', 'Site Settings', and 'Help'. On the right, it says 'Up to Business Development Home Site'. Below the navigation bar, the page title is 'ABC Engineering Control System' and the main heading is 'Technical Discussions'. A search bar is visible on the right. On the left, there is a sidebar with 'Select a View' (Threaded, Flat, Home Page View) and 'Actions' (Alert me, Modify settings and columns). The main content area contains a message: 'Use the General Discussion to hold newsgroup-style discussions on topics relevant to your team.' Below this, there are two discussion threads. The first thread is titled 'Automation Systems' with the subject 'What is the current release of the robotic software for leverage control?'. It has 1 reply, posted by 'AIGDEMOSRVR\administrator' on 3/13/2006 at 11:47 AM. The second thread is also titled 'Automation Systems' with the subject 'We are currently running release 6.5.1. The new 7.0 release is scheduled for 6/2006. If you need the technical documentation, just let me know.' It has 0 replies, also posted by 'AIGDEMOSRVR\administrator' on 3/13/2006 at 11:49 AM.

Home Documents and Lists Create Site Settings Help Up to Business Development Home Site

ABC Engineering Control System
Technical Discussions

Select a View
Threaded
Flat
Home Page View

Actions
Alert me
Modify settings and columns

Use the General Discussion to hold newsgroup-style discussions on topics relevant to your team.

New Discussion | Expand/Collapse

Subject	Replies	Posted By	Modified
Automation Systems What is the current release of the robotic software for leverage control?	1	AIGDEMOSRVR\administrator	3/13/2006 11:47 AM
Automation Systems We are currently running release 6.5.1. The new 7.0 release is scheduled for 6/2006. If you need the technical documentation, just let me know.	0	AIGDEMOSRVR\administrator	3/13/2006 11:49 AM

- Now we are back to the main site (in this example) showing all opportunities
- The home page is easily configurable. For example; you may want to display a calendar with important items or upcoming issues

The screenshot shows a SharePoint web page for a 'Business Development Home Site' titled 'BI-Knowledge Center'. The page features a navigation menu on the left with categories like Documents, Graphics, Lists, Discussions, and Surveys. The main content area includes a 'MSNBC Stock Quotes' widget with a table of stock data, an 'Opportunity Team Sites' section with a table of team sites, and an 'Opportunity Tasks Overdue or Due Within 7 Days' section with a detailed task table.

MSNBC Stock Quotes

Change Symbols

Quotes from CNBC on MSN Money

SYMBOL	LAST	CHANGE	VOLUME
Data from S&P Comstock - delayed at least 20 minutes.			
Complete market coverage at MSNBC.com			

Opportunity Team Sites

Edit	URL	Notes
	ABC Engineering Control System	ABC Engineering Control System Team site.

Add new link

Opportunity Tasks Overdue or Due Within 7 Days

Opportunity	Capture Manager	Task	Assigned To	Status	Priority	Due Date	% Complete
6-1112 // ATT		Award Date		Not Started	(2) Normal	12/4/2005	
6-1112 // ATT		Response Due		Not Started	(2) Normal	9/4/2005	
6-1112 // ATT		RFP Due		In Progress	(2) Normal	5/27/2005	10%
XYZ ECS // Navy		RFP Due		In Progress	(2) Normal	6/5/2005	

- Lists that contain data (in our example: Opportunities, Tasks, Contacts, etc.) are stored in a database format
- New items can easily be added or the view easily filtered

ACCESSIG Home Documents and Lists Create Site Settings

Business Development Home Site
Opportunities

Opportunities describe individual selling situations.

[New Item](#) | [Filter](#) | [Edit in Datasheet](#)

Edit Opportunity	Name	Program Name	Customer	Proposal Type	Potential Value (\$M)	Potential Value Notes	Award Probability
	6-1112 // ATT	6-1112 S/S VA Class Seps	ATT	FFP	\$6.00		95.00%
	CCD // Grumman	CCD PWA Redesign	Grumman	FPIR	\$3.00		80.00%
	DD66779 // Lockheed	DD66779 IQ# 2 Detectors	Lockheed	FFP	\$13.30		71.25%
	FFT65 // Tactical	FFT65 Compressor Motor Controller	Tactical Systems	ROM	\$2.40		80.00%
	FFT65 // York	FFT65 Compressor Motor Controller	York	ROM	\$2.40		80.00%
	FFT78 // Army	FFT78 MCMS Reworks	Army	TDB	\$12.00		33.00%
	Loadcenters // Tactical	Vital Main Switchboard/Loadcenters	Tactical Systems	FFP	\$50.00	50+ ships over 15 years @ \$2M/shipset	90.00%
	Missile Controls // SEACOR	Missile Controls	Seacor	FFP	\$4.00		25.00%
	Motors // Lockheed	Motor Controller Final Design and Production	Lockheed	FFP	\$5.00		50.00%
	NNCA Cab // Lockheed	NNCA CABINET Requirements	Lockheed	FPIF	\$3.50		85.50%
	NNCA RCC //	NNCA RCC field change	Lockheed	FPIF	\$2.70		56.25%

Select a View

- All Items
- Datasheet View
- All Items
- What's New
- What's New Personal
- Opportunities
- Opportunity Information Entry
- Opportunities
- Opportunities

Actions

- Alert me
- Export to spreadsheet
- Modify settings and columns

- This is an example of a data sheet view – similar to a spreadsheet
- The user can filter or sort by clicking on column headers
- Note the ability to export to a spreadsheet



Opportunities

Opportunities describe individual selling situations.

New Row |
 Show in Standard View |
 Task Pane |
 Totals |
 Refresh Data

Opportunity Name	Program Name	Customer	Proposal Type	Potential Value (\$M)
6-1112 // ATT	6-1112 S/S VA Class Septs	ATT	FFP	\$6.00
CCD // Grumman	CCD PWA Redesign	Grumman	FPIR	\$3.00
DD66779 // Lockheed	DD66779 IQ# 2 Detectors	Lockheed	FFP	\$13.30
FFT65 // Tactical	FFT65 Compressor Motor Controller	Tactical Systems	ROM	\$2.40
FFT65 // York	FFT65 Compressor Motor Controller	York	ROM	\$2.40
FFT78 // Army	FFT78 MCMS Reworks	Army	TDB	\$12.00
Loadcenters // Tactical	Vital Main Switchboard/Loadcenters	Tactical Systems	FFP	\$50.00
Missile Controls // SEACOR	Missile Controls	Seacor	FFP	\$4.00
Motors // Lockheed	Motor Controller Final Design and Production	Lockheed	FFP	\$5.00
NNCA Cab // Lockheed	NNCA CABINET Requirements	Lockheed	FPIF	\$3.50
NNCA RCC // Lockheed	NNCA RCC field change	Lockheed	FPIF	\$2.70
NNCA-CCT222 // Army	NNCA-CCT222	Army	FFP	\$3.40
Propulsion // Darco	Crew Boat Propulsion System	Darco	ROM	\$5.00

For assistance with Datasheet view, see [Help](#).

Select a View

All Items
 Datasheet View

All Items

What's New

What's New
 Personal

Opportunities

Opportunity
 Information
 Entry

Opportunities

Opportunities

Actions

Alert me

Export to
 spreadsheet

Modify settings
 and columns

- Here the information has been exported to EXCEL
- Users can work off-line and then easily synchronize when reconnected to the system

	A	B	C	D	E	F	
1	ID	Opportunity Name	Program Name	Customer	Proposal Type	Potential Value (\$M)	Potential
2	1	6-1112 // ATT	6-1112 S/S VA Class Septs	ATT	FFP	\$ 6.00	
3	2	CCD // Grumman	CCD PWA Redesign	Grumman	FPIR	\$ 3.00	
4	3	DD66779 // Lockheed	DD66779 IQ#2 Detectors	Lockheed	FFP	\$ 13.30	
5	4	FFT65 // Tactical	FFT65 Compressor Motor Controller	Tactical Systems	ROM	\$ 2.40	
6	5	FFT65 // York	FFT65 Compressor Motor Controller	York	ROM	\$ 2.40	
7	6	FFT78 // Army	FFT78 MCMS Reworks	Army	TDB	\$ 12.00	
8	7	Loadcenters // Tactical	Vital Main Switchboard/Loadcenters	Tactical Systems	FFP	\$ 50.00	50+ ships
9	8	Missile Controls // SEACOR	Missile Controls	Seacor	FFP	\$ 4.00	
10	9	Motors // Lockheed	Motor Controller Final Design and Production	Lockheed	FFP	\$ 5.00	
11	10	NNCA Cab // Lockheed	NNCA CABINET Requirements	Lockheed	FPIF	\$ 3.50	
12	11	NNCA RCC // Lockheed	NNCA RCC field change	Lockheed	FPIF	\$ 2.70	
13	12	NNCA-CCT222 // Army	NNCA-CCT222	Army	FFP	\$ 3.40	
14	13	Propulsion // Darpa	Crew Boat Propulsion System	Darpa	ROM	\$ 5.00	
15	14	Shore Power // Army	Shore Power Connection Box	Army	FFP	\$ 3.50	
16	15	XYZ AC// USMC	XYZ AC Magnetic Controllers an Contactors	USMC	FFP	\$ 3.40	
17	16	XYZ DC // USMC	XYZ DC Load Centers	USMC	FFP	\$ 31.00	
18	17	XYZ ECS // Navy	XYZ ECS	Navy	ROM	\$ 7.00	\$5.0-7.0
19	18	XYZ IF // USMC	XYZ Integrated Flight	USMC	FFP	\$ 40.00	
20	19	XYZ Medium //USMC	XYZ Medium Voltage Switchboard	USMC	FFP	\$ 10.20	
21	20	XYZ STSS // USMC	XYZ STSS & SSW	USMC	FFP	\$ 49.20	
22							
23							
24							
25							
26							
27							
28							
29							

- This is another example of a List (database)
- In this case, we are storing Competitive Assessment information

Competitive Assessment

Select a View: **All Items**

What's New Personal
Competitive Assessment

Actions:

- Alert me
- Export to spreadsheet
- Modify settings and columns

New Item | Filter | Edit in Datasheet

Menu	Opportunity Name	Capture Manager	Competitor	Legacy	Strengths & Discriminators	Weaknesses	Strategy	PTV
<input checked="" type="checkbox"/>	Opportunity Name : 6-1112 // ATT							
<input checked="" type="checkbox"/>	Opportunity Name : CCD // Grumman							
<input checked="" type="checkbox"/>	Opportunity Name : DD66779 // Lockheed							
<input checked="" type="checkbox"/>	Opportunity Name : FFT65 // Tactical							
<input checked="" type="checkbox"/>	Opportunity Name : FFT65 // York							
<input checked="" type="checkbox"/>	Opportunity Name : FFT78 // Army							
<input checked="" type="checkbox"/>	Opportunity Name : Loadcenters // Tactical							
<input checked="" type="checkbox"/>	Opportunity Name : Missile Controls // SEACOR							
<input checked="" type="checkbox"/>	Opportunity Name : Motors // Lockheed							
<input checked="" type="checkbox"/>	Opportunity Name : NNCA Cab // Lockheed							
<input checked="" type="checkbox"/>	Opportunity Name : NNCA RCC // Lockheed							
<input checked="" type="checkbox"/>	Opportunity Name : NNCA-CCT222 // Army							
<input checked="" type="checkbox"/>	Opportunity Name : Propulsion // Darpa							
<input checked="" type="checkbox"/>	Opportunity Name : Shore Power // Army							
<input checked="" type="checkbox"/>	Opportunity Name : XYZ AC // USMC							
<input checked="" type="checkbox"/>	Opportunity Name : XYZ DC // USMC							
<input type="checkbox"/>	Opportunity Name : XYZ ECS // Navy							
Menu	XYZ ECS // Navy	CAE/L3	Smart Ship LCS	-Writing ECS Functional Spec	-Just acquired by L3	-No original engineering, just code generation - Software	NGSS has single sourced CAE for the functional spec, therefore, is dependent on CAE to succeed.	



BI-Knowledge Center[®] & Blackberry

Shared Contacts

This is a sample view of Shared Contacts within a Blackberry.

The contacts would come from the BD Shared Contact List on the BD BI-Knowledge Center.



The user teams would define who has access to which contact database.

Access is secured using your Windows Login.



Additional capabilities can be added incrementally



Security:

- Works with standard Windows authentication and security methods
- Administrators group
- Manage users from Central Administration
- Domain group support

Automated Management:

- Create sites from Central Administration or by allowing role-based Self-Service Site Creation
- Site quotas and notifications
- Inactive site management
- Site-level backup and restore
- Blocked file extensions
- Site migration

Our Solutions Bring Value to our Customers

Our Solutions:

- Provide for better Interoperability of teams
- Results in a stronger cadre of skilled individuals
- Personality factors less important, people become more portable and more valuable
- People who know the processes are transferable