PAT Business Process

Market &	Manhat	List of DCs & targetsEstimation of Escert values
business potential	Market assessment	Estimation of Escert values Estimation of investment
assessment	assessifient	Assessment of consulting market size & competitive situation
		Develop criteria-market attractiveness, Financial attractiveness
	Target	Screen the market
	market	Estimation of size
		Develop criteria-Attractiveness, network, likely efforts, etc.
	Target client &	List of targetsYear-wise targets
	business	Teal Wise targets
Lead		Prepare the value chain
Management	Offer	Develop DESL competency map
	packages	Assess need for alliance/partnership
		Prepare overall offer package
		Listing of marketing tools & options
	Marketing	Evaluation of optionsPreparation of plan
	& selling strategy	Budget
		Development of standardised proposals & processes
	Lead	Assignment of responsibilities
	management	Setting targets Dudget
		Budget
Project		Macro assessment-overall and year-wise number
management	Assessment of potential	Walk through audit
	against	Planning for IGA
	target	
		As per DESL standard methodology
	Investment	
	grade audit	
		As per DESL standard methodology
	Baseline &	
	M&V	
	protocol	
		Project baseline & integration with overall baseline
	Project	Development of normalisation tools & process
	configuration	Development of information system for reporting & verification
		Project risk assessment

Project management (Contd.)	Project financing Project implement ation	 Review available alternative for project financing Assessment of attractiveness Preparation of document on financing Strategy for alliance As per standard Strategy for vendor alliance
	Internal verification	 Develop DESL internal verification protocol Preparation of standardised report format
	Documentation & reporting to SDA/BEE	Output from BEE/Shakti project
	External verification	 Assign responsibility for management of registration/accreditation process Tracking BEE registration process
	Certification	 Review BEE process Carry out competency assessment Need & Strategy for alliance
	Sale & cash flow	 Assessment of business opportunity Carry out competency assessment Need & Strategy for alliance