

Demonstration Script

Session	General	Estimated Time	2 hours
	Implementation		
Purpose	To discuss issues relating to the implementation of the product in Northumbria.		
Attendees	MISDU management team.		
Preparation	Details of the implementation approach and an outline plan have already been submitted as part of the tender.		
Activity			
	Present your Project Management methodology.		
	Present your outline plan.		
	Identify key risks and assumptions relating to the project.		
	Present a project staffing resource plan. Include analysis of quantity, skills sets, roles and responsibilities of the people involved from Northumbria and supplier sides.		
	Discuss all other non-staffing resources required from Northumbria.		
	Present a training plan with options (quantity and types).		
	Provide real life examples of successful implementation projects relating to the applications Northumbria is replacing.		
	Describe your organisation's approach to quality management, including relevant accreditations.		