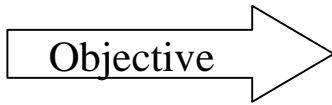


How to Pre-Qualify Project



Determine if a project is unprofitable or otherwise undesirable to pursue, before we even receive the plans

Questions to Ask / Points to Ponder:

Product Mix / Project Value

Does this project have much stone?

Is there good volume and repetition?

Will this project give us good exposure in a target market?

How will this help our factory? How busy is our production schedule coming up?

Opportunity

Do we have a reasonable chance of getting the job?

Have the primary contacts done business with us in the past?

Are there political/personal reasons that will hinder us from winning the job?

Contact Value

What is the value of the contacts involved?

Are they good repeat clients?

Do the contacts have influence with numerous decision makers?

Resource Allocation

When is the bid needed?

Can we accommodate the bid date?

Will pursuing this project cause issues with other projects currently in estimating or production?

How much will the plans cost?

Do we have access to the plans?

Do we have the appropriate person available to manage this project?

Do we have a space in the schedule for this project for the design, molds, art, or production this job will require?