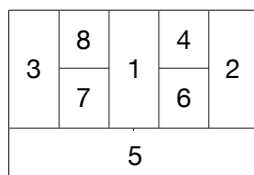


<p><b>CAPABILITIES</b> <i>Seller's capabilities that will fulfil the buyer's needs</i></p>	<p><b>UNIQUE SELLING PROPOSITION</b> <i>Seller's differentiators that make them stand out from their competitors</i></p>	<p><b>BUSINESS GOALS</b> <i>The strategic and operational goals for this work</i></p>	<p><b>TIMING</b> <i>Buyer time boxes for needs noting now, ongoing, or later</i></p>	<p><b>NEEDS</b> <i>Prioritised top buyer needs</i></p>
<p><b>ACHIEVEMENTS</b> <i>Seller's case studies, papers, awards, research that are relevant to the capabilities listed</i></p>	<p><b>COST STRUCTURE</b> <i>Seller's variable and fixed costs</i></p>		<p><b>CONDITIONS</b> <i>Legal, governance, and contract constraints, ways of working, and other expectations the buyer has</i></p>	<p><b>EXISTING ALTERNATIVES</b> <i>How are these needs solved today</i></p>
<p><b>PEOPLE and RESOURCES</b> <i>The people, tools, and infrastructure being brought to achieve the goals of this work</i></p>				

# Lean Procurement Canvas for Government



CANVAS FILL ORDER