

# Sample Proposals

## Typical Approach

Proposals can vary a great deal, and we've provided examples that cover the range from formal contracts to informal letters of agreement. However, all were based upon previously-established conceptual agreement, and all provide a single fee for the project (or for each choice of yeses).

The normal framework for the value pricing proposal should encompass this basic sequence:

**Situation Appraisal:** Summarize and reconfirm the conceptual agreement concerning the condition to be improved and the desired state.

**Objectives:** The outcomes expected, both tangible and intangible, quantifiable and non-quantifiable. These should be expressed in terms of impact on the client's business, and sometimes are expressed again in the "values" category, if used.

**Value:** Either clearly stated or implied through buyer conversations, what is the value of achieving the objectives. This sometimes appears in the "objectives" category.

**Metrics:** How will the client evaluate success? What are the indicators that the objectives have been met? Simply stated: How would clients know it if they fell over it?

**Timing:** Projects are finite. When do we begin, when do we end, and are there progress measures in between?

**Accountabilities:** What is the client expected to provide (documents, access, administrative support) and what do we provide (focus group facilitation, product, reports)? What is the nature of the collaboration?

**Credentials (optional):** Why is Zenger Miller (and you) the best alternative for this client? This is usually already covered during the relationship-building. Sometimes this area includes the credentials of the individuals who will work on the project.

**Terms and Conditions:** What is the fee (including the options) for the project, how is it to be paid and under what conditions? How are expenses to be reimbursed, and what is included and excluded?

**Acceptance:** The sign-off by the economic buyer.

The following samples don't rigidly adhere to this format, but all of the elements have been agreed upon either implicitly or explicitly. They range from the short-term and relatively low-priced, to the extended, relatively high-priced. Some are pure consulting interventions, other include deliverables. None is meant to be

# Business Collaboration Proposal Letter Sample

**Guillaume Favre**



## **Business Collaboration Proposal Letter Sample:**

The Art of Letter Writing Ifeoluwapo Wumi, 2025-04-01 The Art of Letter Writing Crafting Connections in a Digital World Rediscover the timeless elegance of letter writing in this comprehensive guide that combines tradition with modernity Whether you're penning a heartfelt apology drafting a persuasive business letter or simply expressing gratitude this book equips you with the tools and confidence to make every word count With step by step instructions real life examples and ready to use templates The Art of Letter Writing covers all aspects of correspondence from personal and professional letters to digital communication and cross cultural nuances Perfect for students professionals and anyone seeking to master this art this book proves that even in a digital age the power of the written word endures **The Career Handoff: A Healthcare Leader's Guide to Knowledge & Wisdom Transfer Across Generations** Kathy M. Malloch, Tim Porter-O'Grady, 2015-11-03 Within the business community succession planning plays a key role in an organization's strategic initiatives Within healthcare however it has been largely overlooked Without careful planning healthcare organizations risk a catastrophic gap in leadership continuity that could jeopardize operational cost management quality of care improvement and regulatory compliance How do you close that dangerous gap Thoughtful succession planning The Career Handoff helps healthcare and nurse leaders proactively preserve and pass on their valuable knowledge and wisdom to new generations With an approach that emphasizes mentoring and sustainability of expertise this book aims to facilitate smooth transitions and the continued viability of healthcare organizations Authors Kathy Malloch and Tim Porter O Grady share their extensive knowledge through guidelines stories and lived experiences For those with retirement on the horizon and their potential successors The Career Handoff offers insightful guidance and succession planning strategies that position healthcare organizations for a sustainable successful future *Learn Good Business Writing and Communication (Collection)* Natalie Canavor, Claire Meirowitz, Stephen R. Covey, 2013-08-08 The Truth About the New Rules of Business Writing shows you how to master the art of effective business communication replacing the old standards of jargon pomposity and grammar drills with a simple quick and conversational writing style Authors Natalie Canavor and Claire Meirowitz demonstrate how to plan and organize your content make your point faster tell your readers what's in it for them construct winning documents of every kind print electronic and even blog entries and text messages The Truth about the New Rules of Business Writing brings together the field's best knowledge and shows exactly how to put it to work With an aha on every page it presents information in a clear accessible style that's easy to understand and use Written in short chapters it covers the entire field cuts to the heart of every topic pulls back the curtain on expert secrets and pops the bubble of commonly held assumptions Simply put this book delivers easy painless writing techniques that work Franklin Covey Style Guide For Business and Technical Communication can help any writer produce documents that achieve outstanding results Created by Franklin Covey the world renowned leader in helping organizations enhance individual effectiveness this edition fully reflects today's online

media and global business challenges The only style guide used in FranklinCovey's own renowned Writing Advantage™ programs it covers everything from document design and graphics to sentence style and word choice This edition includes extensive new coverage of graphics writing for online media and international business English Instructor's Manual to Accompany Woolever, Writing for the Technical Professions Bernadette Longo,1999 **The Writing of Business** Robert P. Inkster,Judith M. Kilborn,1999 The Writing of Business sees writing as an essential tool for creating personal and organizational strategies for managing an increasingly complex workplace To help students use their writing to attain these goals the authors have employed a powerful heuristic GRACE GRACE represents five essential kinds of generative questions Goals Readers Arguments Conventions and Expression for analyzing a writing situation and generating specific questions leading to effective written documents Grounded in rhetoric The Writing of Business contextualizes traditional sentence and paragraph conventions within the realities of the business world such as globalization outsourcing and constantly changing technology A business writing text that is reader friendly in both content and voice The Writing of Business equips students for a radically changed workplace This book presents a vision of writing as an activity that is central and essential to doing business in the 21st Century **Terrorism: Commentary on Security Documents Volume 140** Douglas Lovelace,2015 Terrorism Commentary on Security Documents is a series that provides primary source documents and expert commentary on various topics relating to the worldwide effort to combat terrorism as well as efforts by the United States and other nations to protect their national security interests Volume 140 The Cyber Threat considers U S policy in relation to cybersecurity and cyberterrorism and examines opposing views on cybersecurity and international law by nations such as Russia and China The documents in this volume include testimony of FBI officials before Congressional committees as well as detailed reports from the Strategic Studies Institute U S Army War College Press and from the Congressional Research Service The detailed studies in this volume tackling the core issues of cybersecurity and cyberterrorism include Legality in Cyberspace An Adversary View and Distinguishing Acts of War in Cyberspace and Assessment Criteria Policy Considerations and Response Implications The Complete Book of Grant Writing Nancy Burke Smith,E. Gabriel Works,2006 The most complete grant writing book on the market including sample letters and 15 sample grant proposals Community Nutrition Nweze Nnakwe,2012-02-29 Thoroughly revised and updated Community Nutrition Planning Health Promotion and Disease Prevention Second Edition uses real world examples to reinforce core nutrition concepts and explores the current and emerging nutrition issues faced by today's diverse communities It presents the skills cultural concepts and background knowledge that are essential for promoting health and preventing disease **Basic Composition Skills for Engineering Technicians and Technologists** David W. Rigby,2000-11 Very friendly very practical and very industry oriented this manual helps engineering technicians and technologists upgrade fundamental skills in writing by focusing on the problems that are encountered by writers and the solutions to those problems Viewing technical writing as constructed engineered

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