

## Bilag 16: RACI

Responsible

Accountable

Consulted

Informed

ID	Activity	Sales Lead	Bid Manager	Solution Resp.	Commercial Manager	Legal	PM Resp.	Operation Resp.	Security	Finance
1	<b>Client Relationship</b>	A/R	C	C	C	C	C	C	I	I
2	<b>Win Themes</b>	A/R	I	C	C	C	C	C	C	I
3	<b>Proposal Governance &amp; Planning</b>	C	A/R	C	C	C	C	C	C	I
4	Conduct Proposal Kick off	C	A/R	C	C	C	C	C	C	I
5	Allocate proposal sections	C	A/R	C	C	C	C	C	C	I
6	Create Bid Share	I	A/R	I	I	I	I	I	I	I
7	Publish relevant documents on bid share	I	A/R	I	I	I	I	I	I	I
8	Maintain issue log	C	A/R	C	C	C	C	C	C	C
9	Calculate Contract P&L	C	I	C	R	I	C	C	C	i
10	Contract P&L validation	C	I	C	C	I	C	C	C	A/R
11	Conduct Deal Review	A/R	I	C	C	C	C	C	C	C
12	Define scope and Implementation milestone	C	I	C	I	I	C	C	I	I
13	Define On Boarding Plan	C	I	R	C	I	A	C	C	I
14	Allocate PM resource	I	I	C	I	I	A/R	C	C	I
15	Approve on Project cost	I	I	R	I	I	A	C	C	C
16	Approve Operation resource	I	I	C	I	I	I	A/R	I	I
17	Approve Operation cost	I	I	R	I	I	I	A	I	C
18	<b>Risk Log with:</b>	C	C	C	A/R	C	C	C	C	C
19	Legal Risk	C	I	C	C	A/R	C	C	C	I
20	Project Risk	C	I	R	C	C	A	A	C	I
21	Operational Risk	C	I	R	C	C	A	A	C	I
22	Commercial Risk	C	I	C	A/R	C	C	C	I	C
23	Assessment of ARD Implications	C	I	C	C	A/R	C	C	I	C
24	Exec Summary	A/R	I	C	C	C	C	C	I	I
25	Pricing	C	I	C	R	I	C	C	I	C
26	Solution design	C	I	R	I	I	A	A	C	I
27	<b>Legal Terms &amp; Conditions</b>	C	C	C	C	A/R	C	C	C	I
28	<b>Project</b>	I	I	R	C	C	A	C	I	I
29	Describe Project services and timeline	I	I	R	C	C	A	C	I	N/A
30	<b>Acceptance and Testing</b>	I	I	R	C	C	A	C	I	N/A
31	Define acceptance criteria	I	I	R	C	C	A	C	N/A	N/A
32	Define Client test obligations	I	I	R	C	C	A	C	N/A	N/A
33	<b>Service Delivery</b>	C	I	R	C	C	C	A	I	I
34	Service Description	I	I	R	C	C	C	A	I	I
35	Client Obligations	C	I	R	C	C	C	A	I	I
36	<b>Governance Model</b>	C	I	C	R	C	C	C	C	N/A
38	<b>Contract Change Management</b>	C	I	C	A/R	C	C	C	I	I
40	<b>Service Levels &amp; Service Credits</b>	I	I	R	C	I	I	A	C	C
41	SLA/Service Credit assessment	C	I	C	R	C	C	C	I	C
42	Define Service Level Targets	C	I	R	C	C	I	A	I	I
43	Communication & reporting	C	I	R	C	I	A	A	I	N/A
44	<b>Pricing principles</b>	C	I	C	A/R	C	C	C	C	C
45	Define pricing principles	C	I	C	A/R	C	C	C	C	C
46	<b>Security</b>	C	I	C	C	C	C	R	A	N/A