



Vendor Readiness Checklist

Sample deliverable. Client names and identifying details are anonymized to respect client privacy.

Client type
Transformation
delivery team

Country
Australia

Deliverable
Vendor Readiness

Client Situation

The team planned to engage a vendor, but scope and decision points were not ready.

Client Request

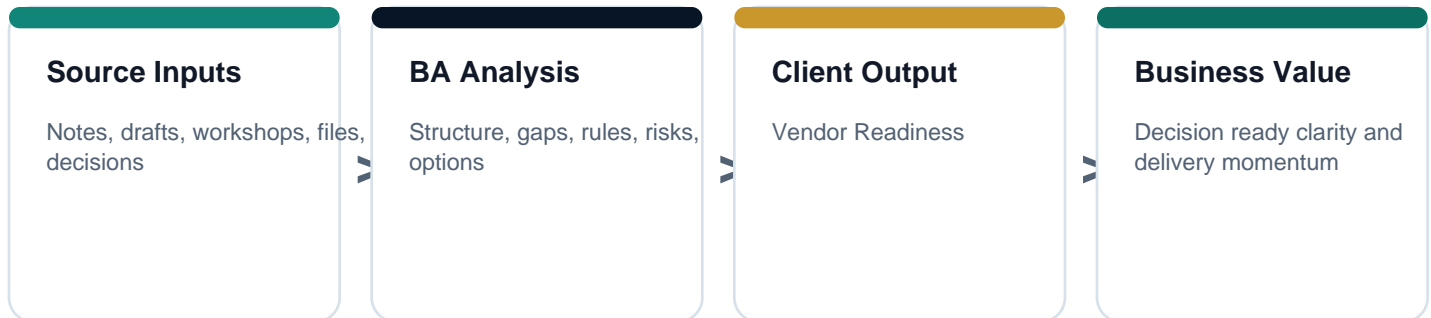
Create a readiness checklist and vendor question set before delivery costs increased.

Value Created

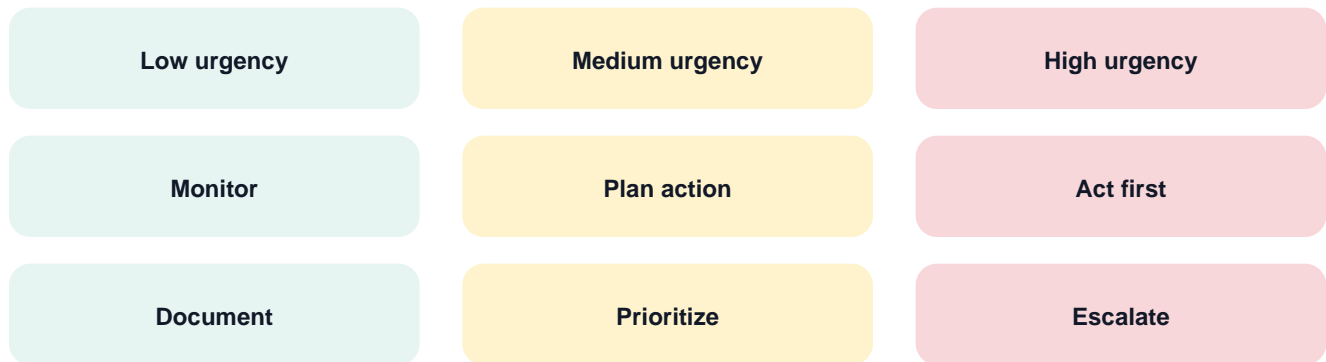
The client entered vendor discussions with clearer scope and fewer hidden assumptions.



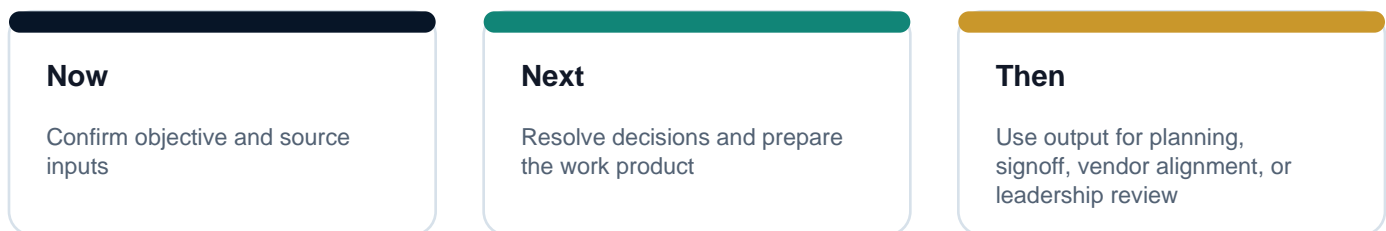
How The Work Creates Value



Risk And Decision Heat Map



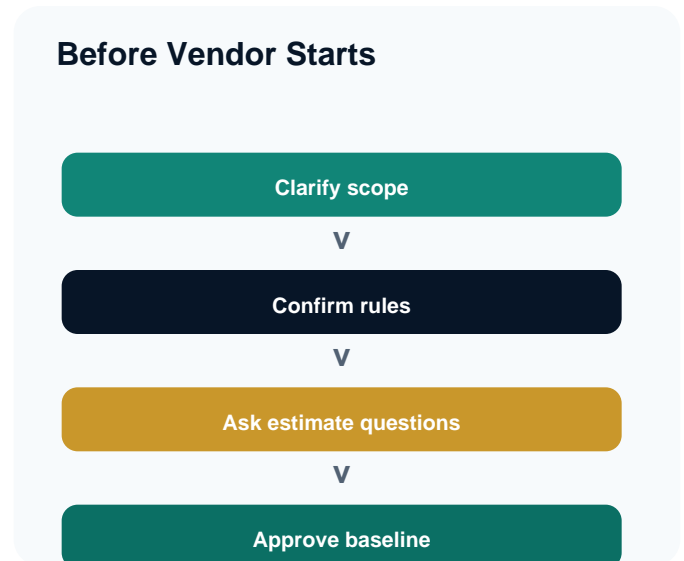
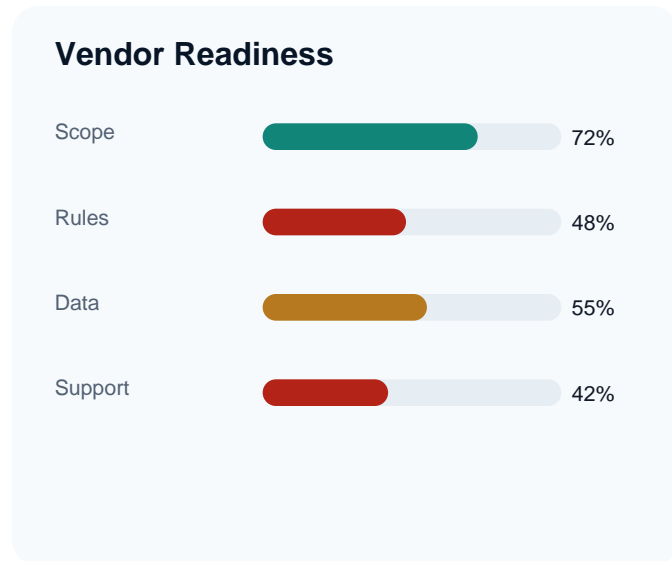
Work Sequence





Visual Work Product Snapshot

This page adds a visual layer to the analysis so the client can quickly understand patterns, priority, and delivery flow.





What The Client Receives

Deliverable Component	Purpose	Client Value
Analysis artifact	Structured business analysis work product.	Clearer client decisions.
Risks and questions	Unresolved items made visible.	Reduced delivery surprises.
Action notes	Practical next steps and owners.	Faster follow through.
Handoff package	Client ready summary and supporting table.	Reusable output.
Traceability view	Clear link between issue, evidence, and recommended action.	Better stakeholder confidence.
Executive summary	Concise interpretation for sponsors and leaders.	Faster approval conversations.

Quality Standard

Each work product is reviewed for business clarity, decision usefulness, delivery readiness, and traceability to source input. The goal is not to create more documentation. The goal is to create material that helps the client make decisions and move work forward.



Sample Work Product Extract

ID	Item	Finding	Recommended Action
01	Current state	Process varies by team and owner.	Standardize minimum steps.
02	Decision point	Approval owner is unclear.	Assign named owner.
03	Risk	Missing inputs may cause rework.	Confirm intake checklist.
04	Next step	Client needs leadership alignment.	Schedule decision review.
05	Dependency	Source documents are stored across multiple workspaces.	Create one approved source folder.
06	Business rule	Exception handling differs by location.	Confirm enterprise rule and allowed local variation.
07	Control point	Quality review is informal and inconsistently	Add review checklist and signoff marker.
08	Handoff	Downstream team receives work without context.	Add handoff summary and open question list.
09	Reporting	Management does not have a clean status view.	Define minimum reporting fields.
10	Training	New staff rely on peer explanation.	Create quick start guide and examples.



Action And Ownership View

Action	Owner	Timing	Output
Confirm objective	Sponsor	Week 1	Approved scope
Review analysis	Business owner	Week 1	Comments
Approve next steps	Delivery lead	Week 2	Delivery plan
Store final package	Coordinator	Week 2	Single source of truth
Validate exceptions	Operations lead	Week 2	Exception rule table
Confirm reporting needs	Manager	Week 3	Reporting field list
Review handoff model	Delivery lead	Week 3	Handoff checklist
Approve final package	Sponsor	Week 4	Approved work product



Client Handoff Notes

Handoff Area	What The Client Receives
Decision support	A clear view of what has been confirmed, what remains open, and which decisions are needed.
Delivery support	Structured material that can be used by product owners, project managers, vendors, analysts, and testers.
Leadership support	A concise summary suitable for briefing sponsors, executives, or steering committee members.
Traceability support	A practical link between the client ask, the source issue, the analysis performed, and the recommended next step.

Action Register

Action	Why It Matters	Timing
Confirm decision owners	Prevents unresolved questions from blocking delivery.	Before next planning session
Review open questions	Separates true gaps from items already known by the business.	Within 5 business days
Approve priority items	Gives the delivery team clear sequencing.	Before work begins
Store final package	Maintains a single source of truth.	After approval