***Instructions:*** Read and complete the following steps.

1. Call a meeting with the organization's stakeholders, including board members and representatives from the management committee.
2. Make the strongest argument you can in support of the procurement you chose to pursue. To back up your argument, share with them:

* The findings from the opportunity risk assessment
* Data from your intelligence gathering about the procurement, funder and potential competitors.

1. After presenting your work, lead a discussion with the stakeholders to determine the resource commitment required to develop a response proposal for the procurement. Once you secure commitment from your stakeholders you should begin to develop the proposal.