

Feedback and Notes for Team # 4

This team started strong. The paper then fell off - lacking an implementation plan and not answering the question or statement to "prove it" around the recommended path.

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The biggest area to improve this discussion is answering the question, "So what?" and applying specific estimates of the cost-savings or benefits. Using the words "~~we~~ feel" creates a disconnect for the CFO/CEO. They want to know the numbers. Creating the rational argument for your recommendation is ~~absolutely~~ essential.