Example (Project Scenario)

The Excelsior Corp requested that Passionate Project Management provide a customized onsite PMP exam preparation course.

**Excelsior provided PPM with a statement of work** detailing the specifics of the course: number of attendees, industry-specific information to be included, target date, location, etc.

The PPM contract administrator evaluated the SOW and conducted a financial analysis to determine the feasibility of the project based on the projected revenue.

The **results of the financial analysis were documented in the project business case** provided to the president of the company for contract authorization.

Example (SOW/Business Case Process Flow)

(5.)

Results of analysis are documented and handed to project sponsor/business owner.

(3.)

Customer review’s the SOW and conducts financial analysis;

(4.)

Determine the feasibility and projected revenue

(1.)

Customer requests SOW from vendor.

(2.)

Vendor creates the SOW with specifics of the course.