



As soon as you have a need for product development or engineering services, a Hallsten Innovations Business Development Manager will work with you to help you determine if we are a good match for your project. Our typical multi-step process for engaging with you is as follows:

Step 1: Needs & Capability Match Assessment

This is an initial discussion between you and our Business Development Manager to share our general skills and capabilities to see if we might be a good fit for your project needs. After this discussion we will often mutually decide to establish a non-disclosure agreement to facilitate the exchange of further information which leads us to the next step.

Step 2: Discovery

This is a detailed discussion with your team and our team. The purpose of this discussion is for us to get an in-depth understanding of your project needs and for you to get a firm understanding of our specific technical capabilities in areas needed for your project. Typically, this discussion will involve appropriate members of your team, our Business Development Manager, our engineers, and a Hallsten Innovations Project Manager.

Step 3: Proposal / Statement of Work

Based on the information we have received in the Discovery stage, we may mutually agree to create a detailed project proposal or Statement of Work (SOW) for your project. This Statement of Work will define the project scope, activities, deliverables, schedule, costs, and proposed business terms. We work closely with you to create and refine a Statement of Work that will satisfy your needs.

Step 4: Project Launch

Once we have reached an agreement on the Statement of Work, Hallsten Innovations will then assemble all of the people and resources needed to start the project. Typical projects will include a kickoff meeting with members of your team and members of the Hallsten Innovations Project Team.

If you have a project need that you would like to discuss or would like more details on the process outlined above, please reach out to us for a **free** consultation.

INSPIRED SOLUTIONS TO YOUR ENGINEERING NEEDS

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