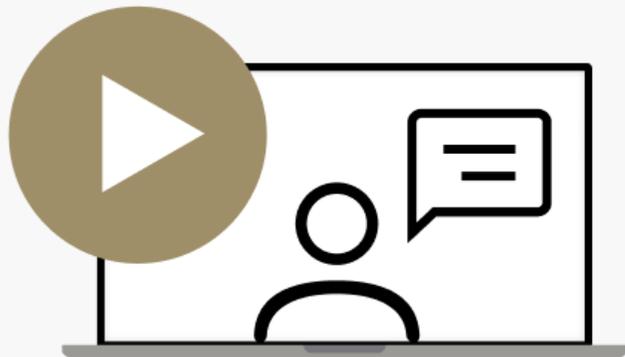


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LESSON 3 : Win ISO 19650 Tenders
Effective Response Strategies

*Mobilization
Plan*

Why Mobilization Matters

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- 🎯 Identifies and resolves gaps early
- 🎯 Reduces delays during project start
- 🎯 Builds trust with the appointing party



Challenges

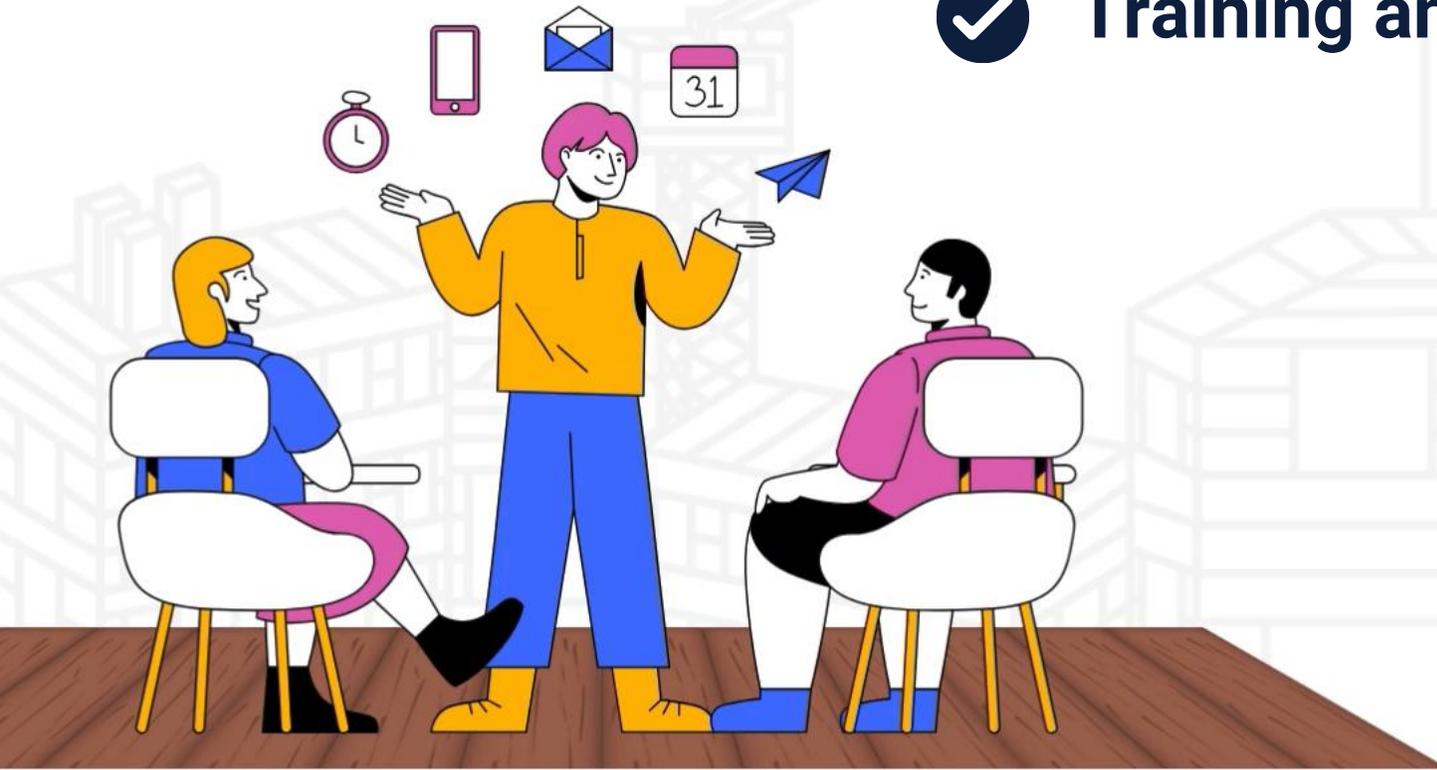
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- ✗ Misaligned workflows causing inefficiencies
- ✗ Delayed setup of resources (IT, tools, and infrastructure)

Core Tasks in Mobilization

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- ✓ Testing and configuring the CDE
- ✓ Setting up resources (software/hardware)
- ✓ Training and team development



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