**[Insert Name of Bid]**

**Response Storyboard Sheet**

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| --- | --- |
| **Question No.** |  |
| **Question :** |  |
| **Question Scoring Criteria :** |  |
| **Weighting :** |  |
| **Lead Author :** |  |
| **Other contributors :**  |  |

|  |  |
| --- | --- |
| **Relevant sections of IFP / ITT etc to refer to :** |  |
| **Other relevant documents :** |  |

|  |  |
| --- | --- |
| **Why are they asking this question ?** |  |

|  |  |
| --- | --- |
| **Relevant objectives, constraints, opportunities & issues / threats.** |  |
| **Relevant Win Themes** |  |
| **Relevant Proofs, Evidence & Case Studies** |  |

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| --- |
| **Main Body Outline** (inc when diagrams, win themes, FBs will be used etc)  |
|  |

|  |
| --- |
| **Graphics** (sketch out) **& Boilerplate items to be used or modified** |
|  |