

To: Ms. Gail Kelly, CEO and Managing Director, Westpac Bank  
Mr. Peter Clare, Group Executive, Products and Operations

From: \_\_\_\_\_, Principal, Asia-Pacific & Australia, Verint Systems

Date: March 26, 2009

Re: Operations Transformation at Westpac

We are very pleased with the opportunity to deepen our partnership with Westpac and believe our proposal provides the most comprehensive approach for Westpac to execute its strategy successfully. This initiative is critical for Westpac to differentiate its service delivery model in the midst of an industry shift towards growing customer share. Westpac lags behind its key competitors and the risk of further customer attrition will result in a systemic deterioration of profitability.

Westpac and Verint have formed a shared perspective on the importance of operational improvements to the bank's overall transformation. Our diagnostic work earlier this year suggests that a successful transformation program can free up at least 2,000 personnel for frontline sales roles over the next 12-24 months. Assuming current levels of Westpac sales productivity, migration of 2,000 personnel to the frontline could add \$156 million in annual revenues.

As important, a successful redesign of existing operating processes will allow the bank to substantially improve turnaround times for customers and free up time consuming tasks carried out by frontline staff. We therefore view operations transformation not simply as gaining efficiencies in back office processes, but as a strategic catalyst to lower cost, reduce frontline work, improve customer service, and increase the bank's capabilities as it offers more complex products and services to market. As such, operations transformation is an integral part of Westpac's customer centric strategy that must be executed in full alignment with the bank's new strategic direction.

This proposal outlines an operations centralization program that seeks to quickly add to the bank's bottom line performance and is organized as follows:

- Executive Summary
- Expected Benefits to Westpac
- Project Focus
- Key Success Factors
- Proposed Approach and Deliverables

# Sample Letter Of Proposal To Client

**Xiaolong Qi**



## **Sample Letter Of Proposal To Client:**

## Reviewing **Sample Letter Of Proposal To Client**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is actually astonishing. Within the pages of "**Sample Letter Of Proposal To Client**," an enthralling opus penned by a highly acclaimed wordsmith, readers set about an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve in to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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web 5 order of service a hymn may be sung the minister reads the opening sentence minister o lord open thou our lips all and our mouth shall shew forth thy praise minister o god make speed to save us all o lord make haste to help us minister glory be to the father and to the son and to the holy

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web view order of service monday 11th september 2023 5 00pm evensong quire sung by the choristers plainsong lucis creator optime plainsong responses moore second service haydn benedictus missa brevis sancti joannis de deo view order of service tuesday 12th september 2023 5 00pm

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web preces the cantor and choir sing the introductory verse lord open thou our lips and our mouth shall shew forth thy praise god make speed to save us lord make haste to help us glory be to the father and to the son and to the holy ghost as it was in the beginning is now and ever shall be world without end amen praise ye the lord

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