

BUSINESS BLUEPRINT

Stakeholders, process flow and business functions

Who URFirst Energy serves, how work moves, and which functions need owners.

SECTION 1

Key stakeholders

Every decision URFirst makes touches one of these groups.

Customers

Primary and all downstream users of the service

Suppliers

For example... solar panels manufacturer

Investors

Capital partners and reporting obligations

Employees

Internal team and culture

Contractors

Field and project delivery partners

Service Provider

For example...Veyo

SECTION 2

Business process flow

The path from first conversation to ongoing support.

1

Pre-sales

Lead generation and qualification

2

Scoping

Site and requirements definition

3

Close the Sale

Proposal, pricing, agreement

4

Legal

Contracts and compliance

5

Project Management

Procurement and contractor coordination

6

Project Closure

Commissioning and handover

7

Bill & Support

Invoicing and ongoing service

SECTION 3

Essential business functions

Each of the 20 functions is sorted by how well it fits Looking Forward Consulting.

Direct Hit **10 FUNCTIONS**

Within our core competence, where we are confident we will excel.

UR Way

Culture, vision, mission

Website

Digital presence

Coaching

Leadership and team coaching

People Development

Skills and career growth

Onboarding

Employees, contractors, investors, customers

Marketing / Branding

Positioning and demand

Payroll

Compensation processing

HR Management

Policies and employee engagement

SOP Documentation

Standard operating procedures

Admin Management

Back-office operations

Confident **5 FUNCTIONS**

Things we can do, though they probably do not fit our core competencies.

Tech Support / I.T. / Cybersecurity

Systems, devices, security

Customer Support

Service and issue resolution

Legal Support Management

Counsel coordination

Accounting

Payables, receivables, taxes

Asset Management

Equipment and lifecycle tracking

Probably Not Us **5 FUNCTIONS**

Not our area of expertise.

Community Engagement

Local presence and outreach

Project Management Office

Delivery governance and standards

Project Engineering / Scope

Technical design and scope control

Procurement

Sourcing and vendor management

Field Tech

On-site technical workforce