## Review stage gates

|                     | ANALYZE            |                  | PLAN                  |                |       | DEVELOP              |                  |                    | EXECUTE |        |          |
|---------------------|--------------------|------------------|-----------------------|----------------|-------|----------------------|------------------|--------------------|---------|--------|----------|
|                     | Building<br>Blocks | Campaign<br>Plan | Messaging<br>Strategy | Funnel<br>Plan | Brief | Briefing<br>Agencies | Campaign<br>Idea | Tactics<br>& Media | Produce | Launch | Optimize |
| LOCAL               | R/P                | R/P              | R/P                   | R/P            | R/P   | R/P                  | R/P              | R/P                | R/P     | R/P    | R/D      |
| AGENCY              | - 1                | 1                | I/P                   | I/P            |       | - 1                  | R/P              | R/P                | R/P     | Р      | R/P      |
| RCMO                | - 1                | D                | D                     | D              | D     | Α                    | D                | D                  | - 1     | D      | Α        |
| REGIONAL IMC        | - 1                | I/A              | I/A                   | - 1            | I/A   | - 1                  | I/A              | I/A                | 1       | Α      | 1        |
| REGIONAL<br>MS & DM | 1                  | 1                | 1                     |                |       | - 1                  | 1                | 1                  | - 1     | 1      | ı        |
| GLOBAL              | ı                  | ı                | I/A                   |                | I/A   | ı                    | I/A              | I/A                | ı       | A      | ı        |

