



RFP PROCESS

Your money, spent wisely.

- ✓ The right materials selected the right way
- ✓ Trust and good relationships start here
- ✓ No financial surprises

The Request for Proposal stage is critical to the successful procurement process of big-ticket purchases. The initial capital

outlay of stakeholders, if not managed carefully through a comparative and competitive bidding process for materials and systems, is at risk of going over budget, thus impacting ROI. Our broad, yet very specific, knowledge of multiple vendors throughout the world ensures the right material for the right project is purchased cost-effectively and delivered on-time.

The process minimizes the risk of scope gaps, thus providing a high level of assurance to the client the budget is accurate.

Our team acts as the eyes and ears of the client. We attend meetings, monitor progress, provide solutions for any issues that might arise, communicate with vendors to address project information, review submittals and ensure compliance with the specs.

DELIVERABLES

- Strategy for procurement of assets
- Local and global sourcing
- Vendor matrix and bidding process
- Vendor introduction and relations
- RFP material (Book)
 - Written descriptions of assets
 - Bidding pages
 - Drawings and schedules
- Bidding process management
- Evaluation of proposals
- Negotiation
- Support for legal process and contract writing

