



## Better RFPs Mean Better Proposals

### What You'll Learn

Since drafting RFPs and evaluating proposals cannot be addressed in a one-size-fits-all approach, you'll hear about the art *and* the science that goes into a great RFP process. In addition, there are times when an RFP doesn't make sense – you'll learn how to evaluate the pros and cons of doing an RFP and what alternatives exist. You'll understand how suppliers evaluate whether to respond to your RFPs, the impact of their decisions, and how to maximize your chances for getting them to participate (which is critical for the success of your RFP process!).

### Should You Attend?

If you draft RFPs or review proposals, this Workshop will help you get the most out of your RFP process.

### Skills, Tips, and Insights You'll Leave With

- When it makes sense to use an RFP and when it doesn't
- Using alternatives to RFPs to shorten the timeline
- Critical disclosures and disclaimers every RFP should have
- How suppliers determine whether to participate in your RFP process
- The art of writing good RFP questions
- How to minimize bias in the evaluation process and other keys to evaluating proposals

### Workshop Length and Delivery Model

2 days of live training conducted at your site...at your convenience

### No Hagggle/No Hassel Pricing

\$18,500 USD for continental US sites (all travel and other expenses included); contact us for pricing outside of the continental US

### Contact Us Today to Schedule This Workshop at Your Site

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