

Case study: develop & lead RFP for \$50M of annual services at F500 company



The challenge

A Fortune 500 company sought to select suppliers for two support services across all locations.

The services would affect multiple parts of organization – with different interests – and ultimate goal was to select two providers for \$50M of total annual services within a five-month period.



The approach



Defined and prioritized clear goals for services through cross-functional stakeholder interviews



Developed a clear RFP process, including identifying suppliers and drivers of value



Negotiated optimal outcome, based on clearly outlined goals, in conjunction with client sponsor



Debriefed with all stakeholders to reiterate wins, regain their commitments and determine next steps



The outcome

Identified the best suppliers for each of the two services at the best price. Through the RFP process, the **client was able to secure millions of dollars in rebates and important concessions.**

The RFP process was widely praised across the company, and with participating suppliers, for being both expedient and fair.