Welcome!
RFP: Why, What and How-To

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The Iceland Guy
Today

- What is an RFP, why, and how-to
- What not to do
- Interactive Session
- Q&A
- About the Presenter
- Credits
What is an RFP?

- Pricing, Proposal
- Invitation
- Bidding process
Why?

- Advertise project
- Single scope
- $ave money
How-To

• Requirements
• Execute NDA’s
• Write the RFP
What not to do

• Fishing
• Waste time
• Attitude
Interactive Session

- Walk through
- Collaborate
- Create your template
Q & A

• Any questions?
About the Presenter

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- Experienced
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Credits and Disclaimers

• Multiple carriers
• Many people (in and out of this room)
• Not a lawyer, not legal advice
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