

# Welcome !



# RFP: Why, What and How-To

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Martin Hannigan

The Iceland Guy

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# 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

- Martin Hannigan
  - Experienced
  - International
  - Reachable
    - Linked-In
    - hannigan@gmail.com
    - +1-617-821-6079

# Credits and Disclaimers

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