

# The “F” in RFP stands for Fun

The new way to create, engage and enjoy a more productive Request For Proposal process within the Corporate Real Estate Services Industry



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# Your Hosts

WHAT'S  
**NEXT?**  
EXPLOITING UNCERTAINTY



Vik Bangia



Philip Grossberg



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# Career Key Learnings

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**NEVER PROMISE  
MORE THAN  
YOU CAN  
PERFORM.**

Publius Syrus  
Latin Writer  
QuoteHD.com

  
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# Change the Game

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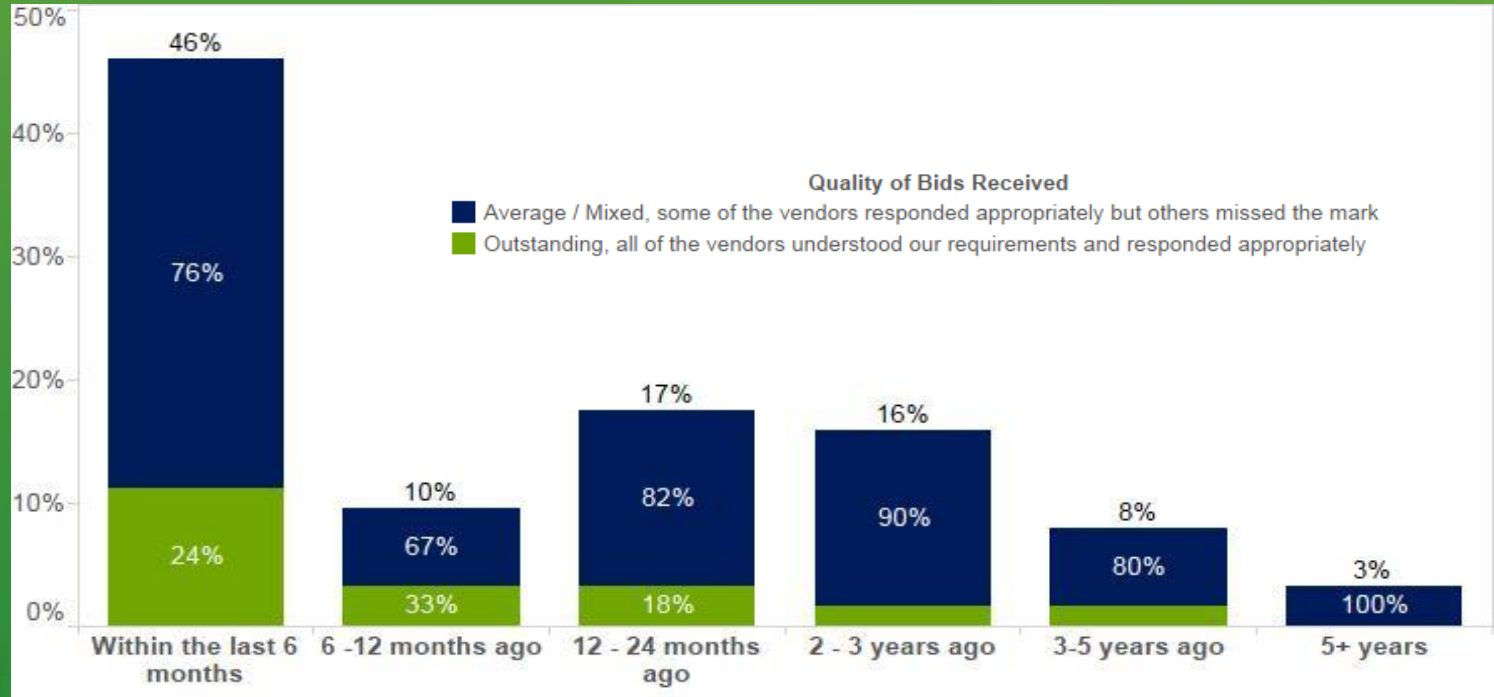
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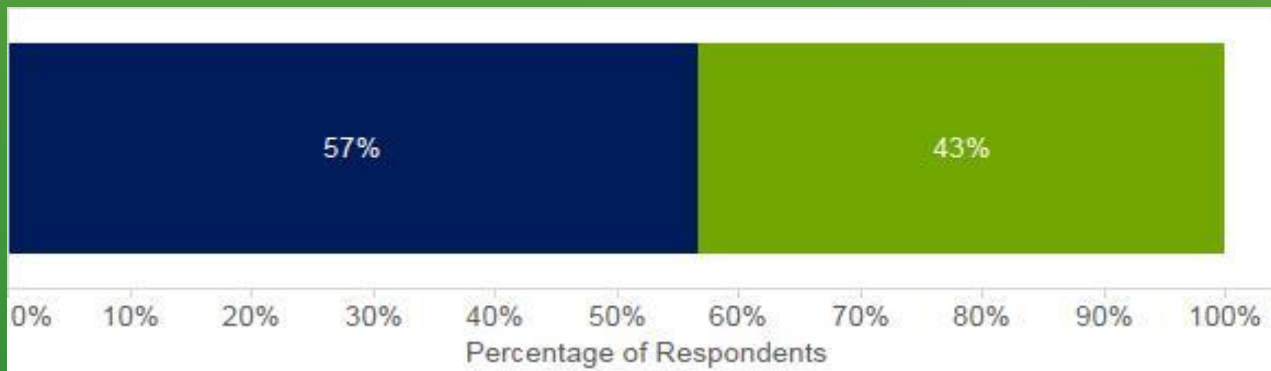
## Latest Vendor Selection Process

Percentage of  
Respondents

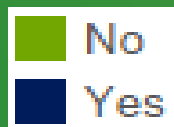


Time of Last Vendor Selection Process

## Do Providers Bring Innovative Ideas to the Relationship?

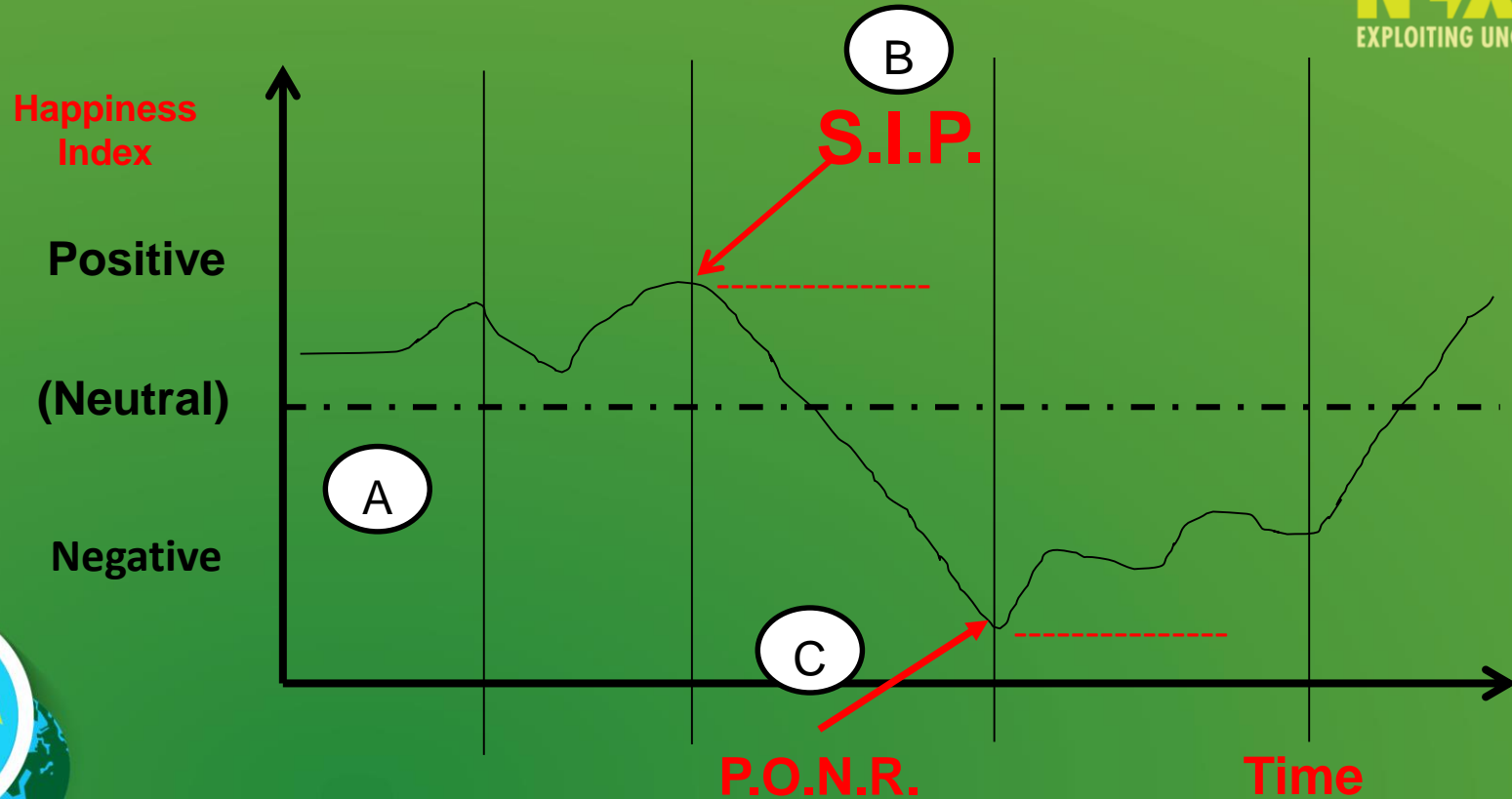


Response:



# Happiness Index

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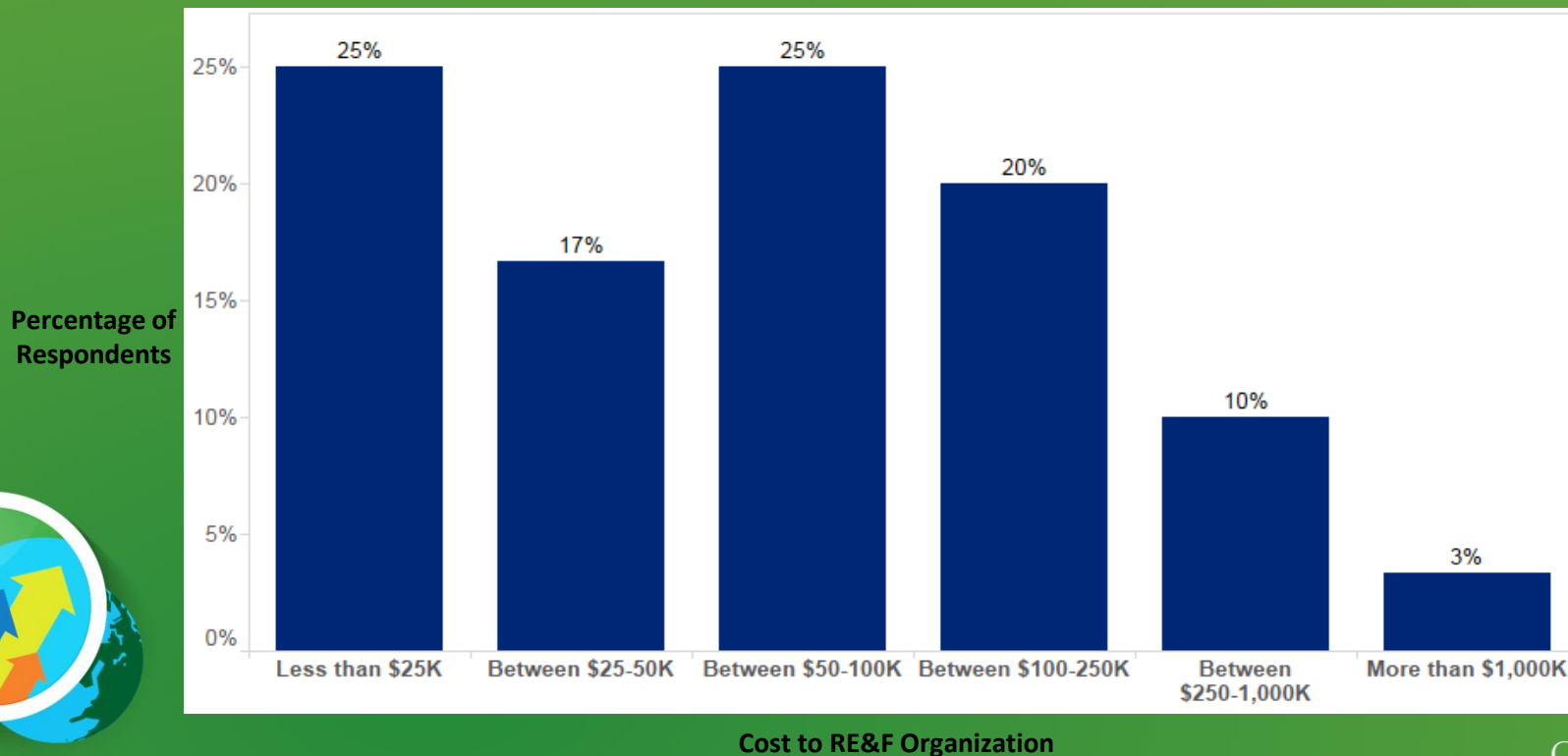




# High Cost of the RFP

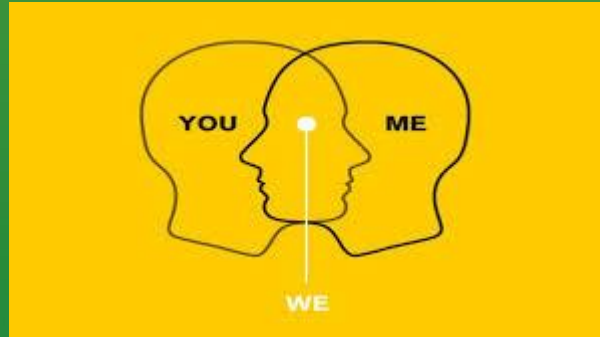
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## Cost to Respond to / Propose on Typical Multi-Service RFP



# We can fix this!

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# How We Did It

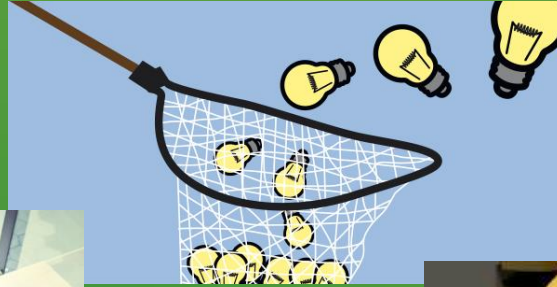
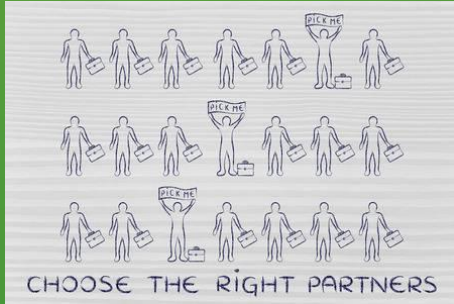
*Process to Align the Avnet Team: CRE, Legal, Procurement, Exec. Leadership.*

- ❖ *Process*
- ❖ *Timing*
- ❖ *Outcome(s)*
- ❖ *Concerns*
- ❖ *Proactive Action Plans to Address Issues as they Arise*



# How We Did It (continued)

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# How We Did It (continued)

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## Dialogue – The Diagnosis Interview Stage

How did it feel different?



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# Musts for CRE'S

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## Procurement Perspective

- Strategic value contribution
- Flexibility to generate additional savings
- Improve supplier relationships
- Minimize supply chain risk
- Shorten contract cycles

## Legal Perspective

- Better compliance and control
- More workload
- Minimize organizational risk

Imperatives that demand improvement in the contracting process



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# Musts for Service Providers

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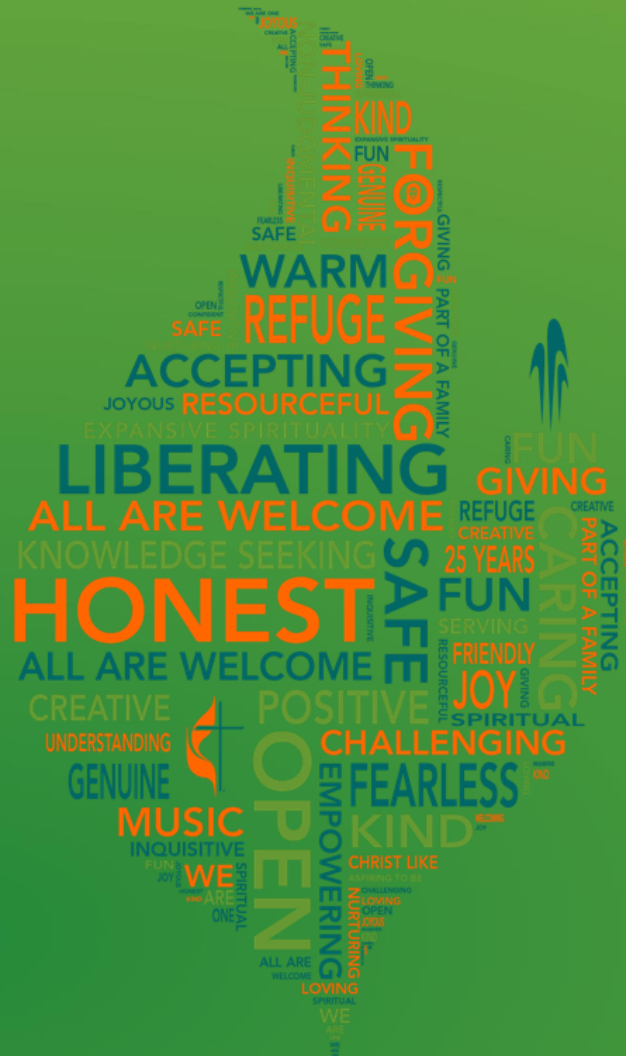


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# Everyone Must...

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# Questions and Answers

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## Q&A



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