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
Your Hosts

Vik Bangia

Philip Grossberg
Change the Game

GET INSPIRED

Knowledge is the key to success.

You can't solve upstream problems down stream.

What's Next? Exploiting Uncertainty

#CNGBoston
Latest Vendor Selection Process

Quality of Bids Received:
- **Average / Mixed**: some of the vendors responded appropriately but others missed the mark
- **Outstanding**: all of the vendors understood our requirements and responded appropriately

**Percentage of Respondents**

<table>
<thead>
<tr>
<th>Time of Last Vendor Selection Process</th>
<th>Within the last 6 months</th>
<th>6 - 12 months ago</th>
<th>12 - 24 months ago</th>
<th>2 - 3 years ago</th>
<th>3-5 years ago</th>
<th>5+ years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality of Bids Received</td>
<td>76%</td>
<td>67%</td>
<td>82%</td>
<td>90%</td>
<td>80%</td>
<td>100%</td>
</tr>
<tr>
<td>Average / Mixed</td>
<td>46%</td>
<td>33%</td>
<td>18%</td>
<td>16%</td>
<td>8%</td>
<td>3%</td>
</tr>
</tbody>
</table>

Source: CoreNet Global / Deloitte Consulting LLP Survey,
Do Providers Bring Innovative Ideas to the Relationship?

Response:

Source: CoreNet Global / Deloitte Consulting LLP Survey,
High Cost of the RFP

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

Source: CoreNet Global / Deloitte Consulting LLP Survey
We can fix this!
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)
Dialogue – The Diagnosis Interview Stage

How did it feel different?
Musts for CRE’S

**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*
Musts for Service Providers
Everyone Must...
Questions and Answers

Q&A