



The Final Score: Deep-Dive into RFP Scoring & Methodology



Ellen Nasrallah

Bid Evaluation

- Introduction
- What is Bid Evaluation vs Bid Tabulation?
- Should I be using a more formal Bid Evaluation process?
 - What if I don't use EBS?

Evaluation Process Types

- Typical Current Processes
 - Consensus vs Individual Scoring
- Issues with a Manual Process
 - Determining the Final Score
- What is it that you REALLY want?

Options for Evaluation

- Let's Compare: Better Options
 - Complete Automation
 - Consensus vs. Individual Scoring
 - Using Weights
 - Management Oversight
 - History/Audit

Q & A

- Questions & Answers

CONTACT

Ellen Nasrallah

800-835-4603 ext. 8685

enasrallah@bidnet.com