



RFP/RFQ Management Services

Have you ever found that the contract you signed recently has surprise elements that are costing more than expected? This is because contract negotiations are as or more complicated than managing your network of data, voice, wireless services and hardware. There are critical steps that need to be taken before publishing an RFP/RFQ to assure your company gets what you expect to receive from your vendors.



Managing the RFP/RFQ process today requires an immense amount of knowledge and experience that is different from operating a network and dealing with changes to equipment and services. Would you ask your staff to manage Human Resources? Would your CEO ask your IT-Telecom team to manage manufacturing? We are the experts that will enable your team to win!

What Ruby Communications clients have gained from these services includes: highly flexible services that enable easy up or down scalability with real cash savings in the hundreds of thousands of dollars. Commit today and let's begin working together.

RFP/RFQ Management Services include:

- Development of a detailed network and equipment project plans
- Determining network and hardware functional requirements
- Developing network and hardware technical specifications
- Composing the RFP/RFQ for carrier and/or equipment services
- Discovery collecting information on potential vendors
- Developing best in class contract terms and conditions
- Holding a pre-bidders conference
- Distributing the RFP/RFQ and responding to vendor questions
- Review and evaluation of oral and written responses (solution proofing, benchmarking, etc)
- Development of a weighted scoring mechanism
- Evaluation and recommendation
- Vendor negotiations
- Recommendations including Senior Management Presentation(s)
- Regular project status reports
- Post RFP bill review for accuracy