

Welcome

Webinar: The dos and don'ts of RFPs

Our Panel



Robert Daykin
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If you have a question for our panel...

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**Is there a minimum
amount of spend before
a corporate should
consider an RFP?**



Should you engage a consultant to help you with an RFP?



Which stakeholders should be involved in an RFP?



**Which is best? The one
page RFP or the
encyclopedia?**



**Should we all move to a
single industry standard,
such as the GBTA
template?**



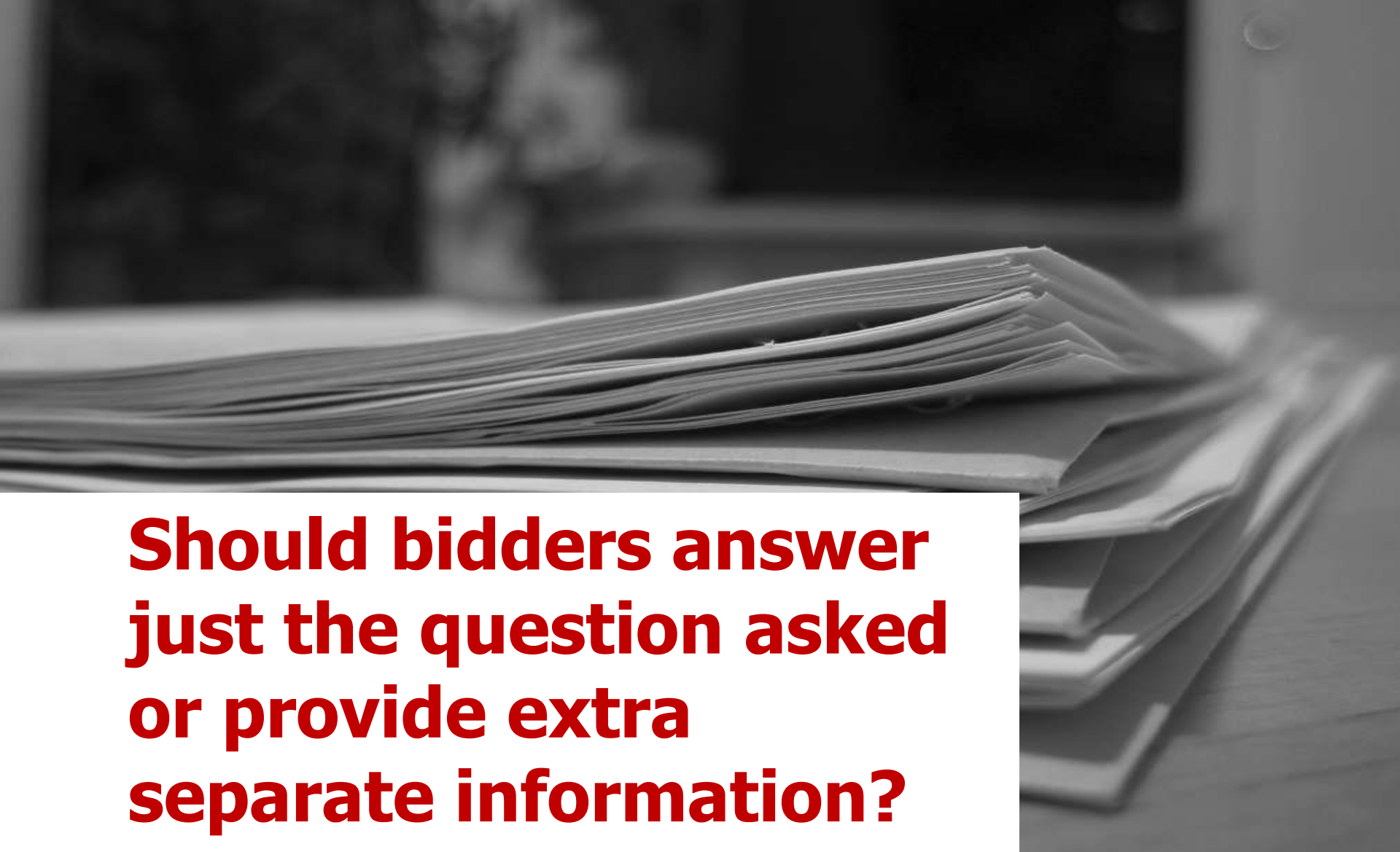
**How much time should
you allow suppliers to
respond to an RFP?**



Is it OK for buyers to carry out an RFP just to get their existing supplier to reduce their prices?



When would you 'no-bid' an RFP?

A grayscale photograph of a stack of papers and a laptop in the background, serving as a backdrop for the text.

**Should bidders answer
just the question asked
or provide extra
separate information?**



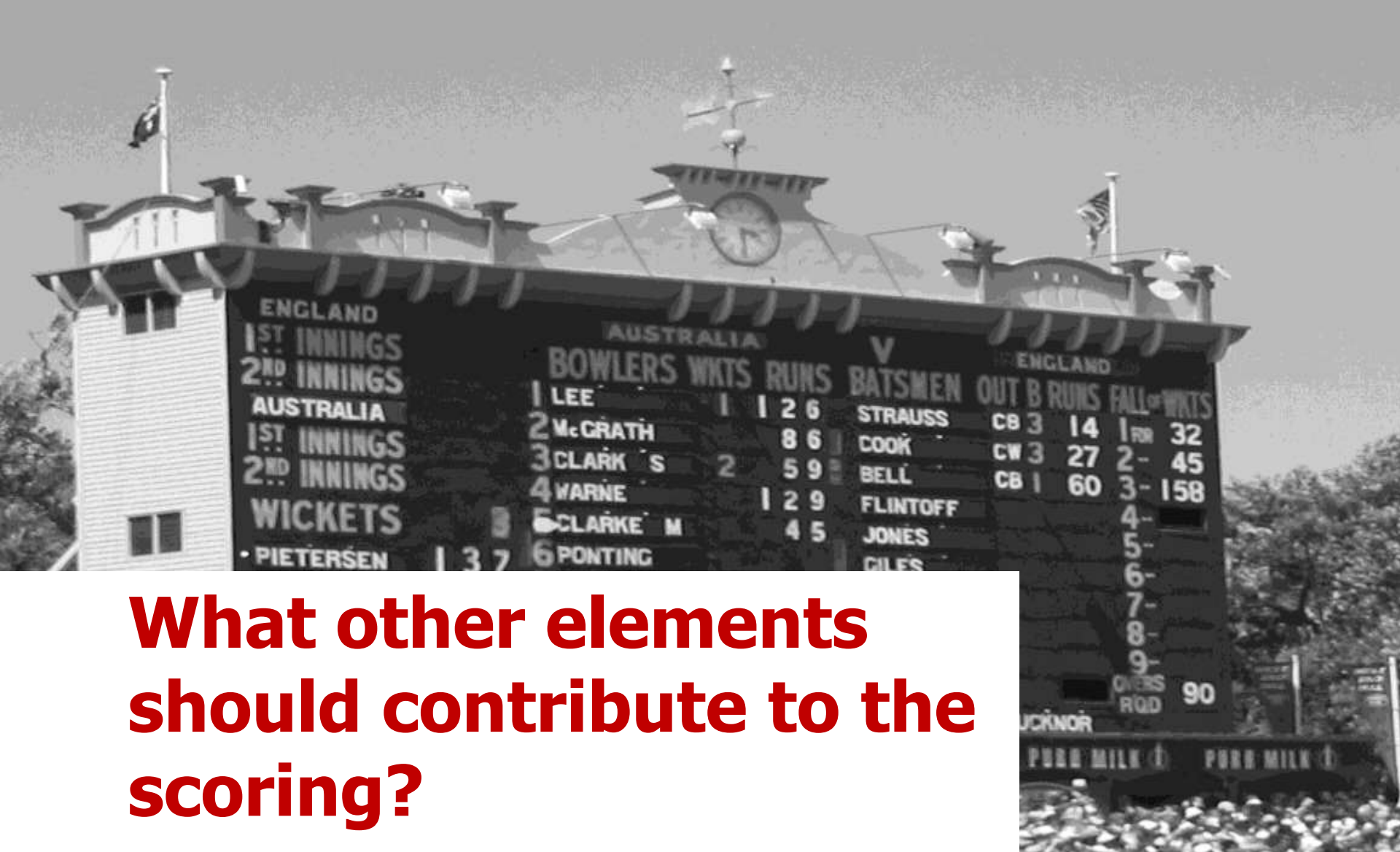
**How useful are RFPs
that ask for best fares
on specific routes?**



How do you evaluate TMC pricing models?



**How much should price
play in the outcome?**



**What other elements
should contribute to the
scoring?**



What information does a buyer need to provide the bidder to make the process meaningful?

How should you run the face-to- face pitch / beauty parade?





What makes a successful TMC RFP process?



What are the top ROI destroyers to avoid?



**What strategies should
you adopt to negotiate
better?**

Thank you

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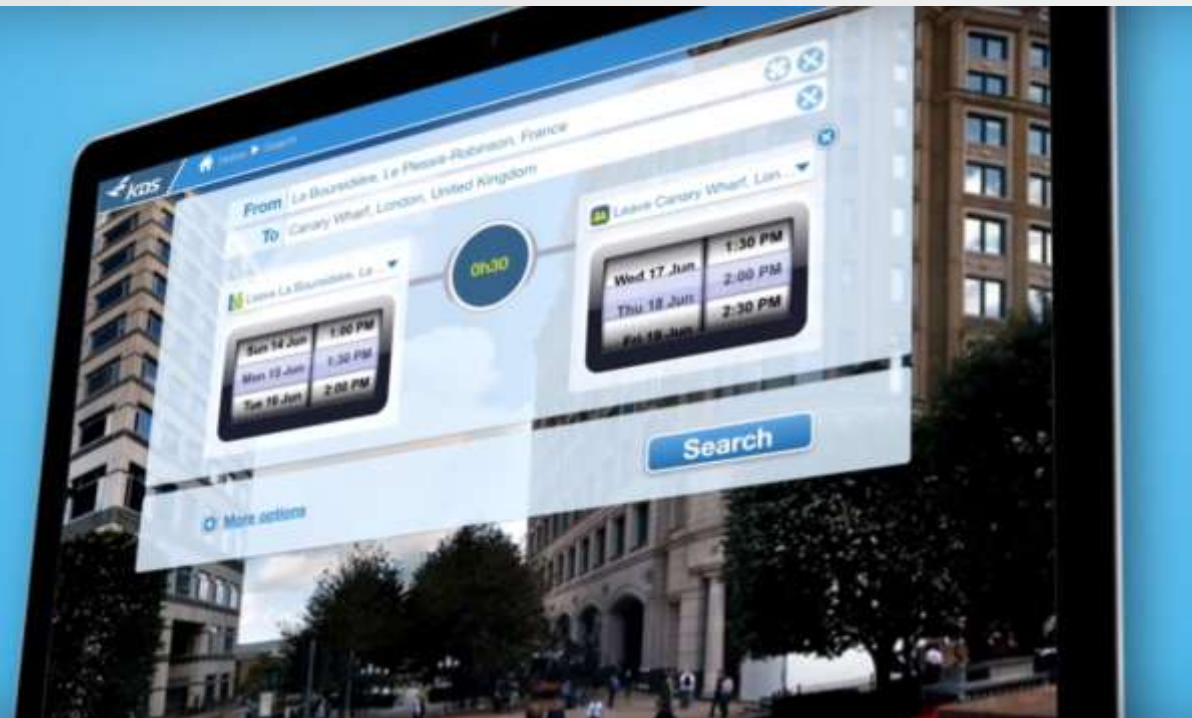


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Friday 3 June at 11am