

New Leasing System RFP

Client Need: Establishing a new vehicle lease operation, our client needed to conduct an RFP process to identify and engage a systems vendor.

Solution: On behalf of the client, we assembled a vendor longlist, then developing criteria to reduce this to a shortlist who would receive the RFP. We conducted extensive work, including client input at all stages, to develop an RFP spreadsheet for controlled responses, managed the response process and Q&A and developed the vendor scorecard. Once selected vendors had been chosen, we held and chaired a 3 day workshop for client management with each vendor against a standardised agenda and high level gap analysis. This resulted in a report on each vendor and recommendations to the client.

Result: The client made their final selection and negotiated their contract.