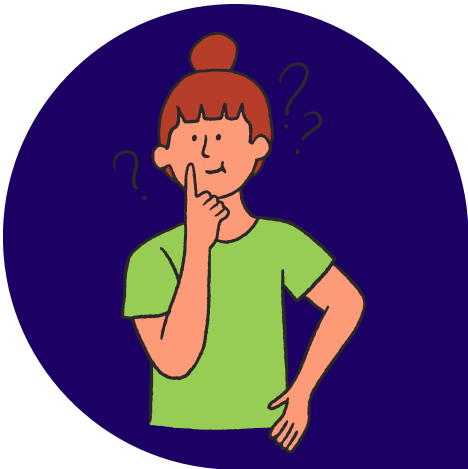


Write better RFP Responses



Understand the requirements

1

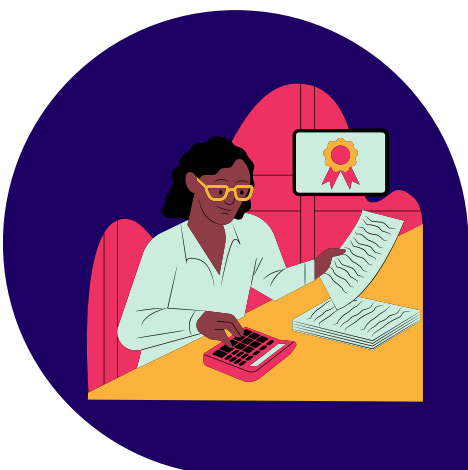
Thoroughly review and understand the RFP requirements to ensure that you have a clear understanding of the scope of the project and the specific technical requirements.



Develop a strategy

2

Develop a strategy for your response by focusing on specific examples that demonstrate how your company has successfully addressed similar technical challenges in the past.



Be detailed and precise

3

Include detailed explanations of your proposed technical solutions, including diagrams and schematics where appropriate. The more specific and detailed your response, the more likely it is that the client will understand the capabilities of your company and be impressed by your attention to detail.



Tailor the commercials

4

Include a clear and well-defined pricing structure and make sure that your cost estimates are in line with the client's budget. Tailor the commercial proposal to the specific client and their needs.