

PITCH & RFP

ON-GOING CONSULTING

ADD US TO YOUR PITCH TEAM

Want to learn how to speak procurement's language? Get inside help!

Let us help you make radical improvements in your new business efforts. From learning the art of successful engagement with top-shelf procurement teams, to crafting incredible RFP responses that get noticed, to preparing pitches for joint marcom and procurement audiences, we can change your game!

David Reese has managed thousands of proposals during his highly-successful supply management career and can teach you what makes a good proposal become great! Don't settle for sales produced theoretical advice. Let him help you adapt the simple relationship tools, techniques, and procedures he's successfully used in establishing award-winning relationships around the world to help you win new business.

With the rising involvement of procurement in the RFP and pitch process within many large companies, if you're not paying attention to satisfying the expectations of the whole team, your pitch success rate is going to suffer. Procurement's ears are tuned to hear different value indicators than those of your marketing peers across the table... and you need to hit all the marks on their scorecard too!

Adding David Reese, a procurement expert with more than two decades of thought-leading experience in supply management, to your pitch team can create an incredible competitive advantage in securing new business and fostering rewarding relationships of trust with key clients. Contact us today!

VALUE-ADDED BENEFITS

Maximize pitch & RFP success! Let David teach you:

- * How to excite and motivate procurement teams with your offer
- * How to listen & respond to cross-functional nuances within RFPs
- * How to maximize your RFP evaluation scorecard results
- * When to be transparent with cost data and how to do it smartly
- * How to encourage cost management vs. price slashing activity
- * How to create trust-filled relationships that will endure

PRICING DETAILS

Our fully loaded billing rate for consulting services is \$225 per hour or our on-site day rate is \$1500 per day (plus travel).

Please contact us to discuss customized pricing for extended consulting service needs.

WHERE WE CAN HELP YOU

Relationship techniques we can work on together:

- ◆ Shifting your proposal conversations from "price" to "cost"
- ◆ Smartly using transparency to keep your primary efforts focused on creativity & innovation
- ◆ Demonstrating the fair & reasonable nature of profit and other cost elements to your clients
- ◆ Reaping the benefits of a cost-focused mentality for your client... and for you too
- ◆ Establishing a strong relationship foundation with your client based upon shared trust
- ◆ Sustaining cost innovation beyond the first good idea

ASK US HOW!