

RFP Drafting: Managing the Price Matrix

Procuring simple services can sometimes pose surprising challenges, especially when comparing competing price quotations. Find out how to use a pricing matrix to drive vendors toward providing price quotes on a common basis. Comparing competing bids to one another, and to your budget limit, can be made much simpler if hidden complexities are confronted. Understanding the various options for evaluating price can add tremendous value to your organization, while reducing the likelihood of claims and challenges.

Learning Objectives

- Identify the business and legal risks of evaluating average hourly service rates.
- Explore the use of threshold or upset scoring in evaluation of price.
- Practice incorporating sample matrices for contract scenarios from simple to more complex.
- Review court decisions and practical strategies for handling pricing uncertainties in bid submissions.



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