

RFP Drafting: Managing the Price Matrix

Investment: \$2,999

Duration: 90 Minutes

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.



WEBINARS FOR TEAMS

Attend these fast-paced, 90-minute interactive sessions delivered right to your computer without leaving your office!

Join us as The Procurement School experts take a deep dive into a narrow topic.

Each webinar includes relevant content, as well as time for Q and A and lively discussion to encourage maximum interaction and participation.

Contact Us:

Learn more about what The Procurement School could do for your organization and how we can tailor a session to your specific organizational needs, please contact us:

hello@theprocurmentschool.com

theprocurmentschool.com

250- 370-0041

the procurement school

PO Box 46030, RPO Quadra Village
Victoria, BC V8T 5G7