

## Neutralizing the Incumbent Advantage

**Delivery Format:** LIVE Webinar

**Course Structure:** 90 Minutes

**Price:** \$3,500 for up to 25 participants

When you go back out to market for the same or similar goods or services that have been delivered to your organization, are you alert for potential unfairness created by the strength of your incumbent contractor? Perhaps the incumbent has intimate knowledge of your unique requirements, they likely have formed strong working relationships with your key staff and have probably gained a detailed understanding of your operating environment. So how can you neutralize this seeming imbalance and level the procurement playing field? During this interactive session we will alert you to some potential landmines surrounding incumbents and explore strategies for successfully addressing this issue when drafting your RFx.

### Learning Objectives

- Recognize the importance of leveling the procurement playing field.
- Analyze key sources of incumbent advantage.
- Review critical case law related to incumbents in the competitive process.
- Select strategies to neutralize sources of incumbent strength.



### WEBINARS FOR TEAMS

Attend these fast-paced, 90-minute interactive sessions 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.

Webinars can be lightly adapted for a fee to address regional or organizational templates and nuances to ensure training is relevant and tailored to meet your needs.

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Join The Procurement School Community – a place for procurement professionals to gather, engage, and learn.

### 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:

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