RFP vs. Cooperative

Publicly funded organizations such as Government, Education and Non-Profits source goods and services on a regular basis.

Established cooperative contracts provide organizations an alternative to the RFP Process which can be painful, costly and lengthy.



TRADITIONAL RFP STEPS

S. COOPERATIVE CONTRACTS



Can take 3 to 9 months to complete

- Customer specs out equipment and defines project requirements
 - Draft, review and issue the RFP 4
 - Advertise RFP 4
 - Respond to vendor questions 4
 - Receive all RFP responses (

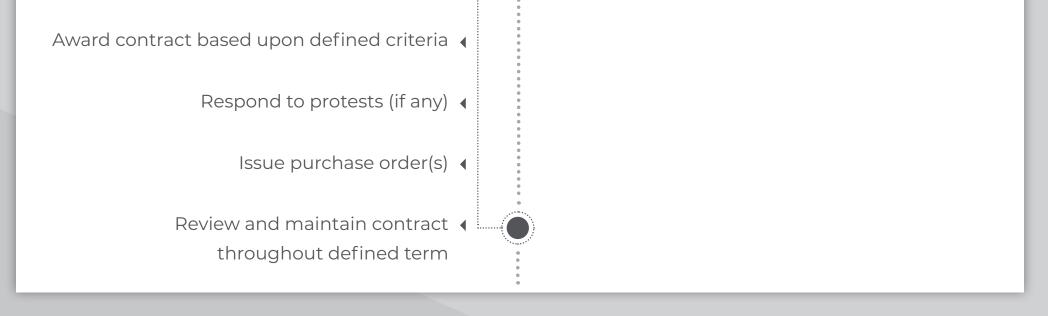


Can take less than 1 month to complete

- Customer works with local dealer or Sharp Business Systems representative to define needs
- Select the Sharp contract which best meets those needs
- Issue purchase order



Review responses



SHARP.

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