

# RFP vs. Cooperative Contract Process

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

VS.

## COOPERATIVE CONTRACTS



### Can take 3 to 9 months to complete

- Customer specs out equipment and defines project requirements
- Draft, review and issue the RFP
- Advertise RFP
- Respond to vendor questions
- Receive all RFP responses
- Review responses
- Award contract based upon defined criteria
- Respond to protests (if any)
- Issue purchase order(s)
- Review and maintain contract throughout defined term



### 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

**DONE**