



# Security RFI and RFP Process

Starting with an RFI (Request for Information) process, we identify and pre-qualify potential service providers capable of doing the work in a manner consistent with the client's needs. Next, we create a short list of potential proponents that will be invited to participate in the RFP process. and create a short list of those who should be invited to participate in the upcoming RFP. Finally, we create the RFP documentation and manage the entire process using our multi-phase approach:

- Phase 1 - Development of an RFI (Request for Information)
- Phase 2 - Creation of an RFP (Request for Proposal) Document
- Phase 3 - RFP Issuance and Kick-Off Meeting
- Phase 4 - Service Provider Presentations
- Phase 5 - RFP Evaluation & Analysis
- Phase 6 - Contract Preparation
- Phase 7 - Award of Contract
- Phase 8 – Transition Contract to a New Security Service Provider