



## Smart Contingent Workforce Provider

Our Client offers a smart contingent workforce within Financial Services, Legal, Technology and Training Sectors.

Their diversification strategy has led them to move into outcome-based engagements that amalgamate their people, process and technology.

Lambda were engaged to provide their expertise to respond to a key RFP within challenging timelines.

RFP submitted on time  
with all requirements  
responded to





## The Challenge

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Although the client had extensive background within certain aspects of the RFP, they required assistance in reviewing and digesting the technology requirements of the RFP but also ensuring that the production of the response was fully governed and covered all requirements stipulated within the RFP. In effect a project management and RFP owner who would not only compile the response but also ensure an RFP response process was formulated and timelines were adhered to.

## Our Process

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A small but agile team was mobilised at short notice. Our first task was to quickly understand the

- The client's organisation, people and product offerings
- The requirements of the RFP, including scope, timelines and weightings

Once the discovery process was completed, a RFP response template was designed to optimise the clients offering, but also designed in a way that makes it very easy for the end client to review the response.

We created a compliance matrix, that documented every key requirement of the RFP with a relevant response, produced diagrammatic representations of our proposal, produced a financial offering and ensured any third-party suppliers were selected, due diligence passed and engaged appropriately.

Final presentations were also produced with rehearsal sessions run with all key members of the client's team in preparation for down selection.

Throughout the process, frequent updates were issued to the senior management team in the form of reports and update meetings.

## Outcome

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- RFP submitted on time with all requirements responded to.
- From an initial starting point of 15 other suppliers, the client was down selected to 5 suppliers.
- The client was further down selected to the final 3 suppliers and participated in the panel interview and presentation phase.
- Final outcome was a 2nd place response out of 15 other suppliers, with a possible "hybrid engagement" with the other key supplier.