

Quick RFP Assessment

Question	Yes	No	Highlights
Do you know what is driving the customer to RFP?			
Are you sure the customer has budgeted for this opportunity?			
Are you aware of any other funding opportunities you can use?			
Do you know who is making the decision on the opportunity?			
Is there currently a relationship between you and the customer?			
Are you aware of who the competition is and what they will propose?			
Do you know what the current relationship of your competition is with this customer?			
Are you proposing on your own?			
Do you need to bring in a Mitel authorized PARTNER? If so, have you started that process yet?			
Do you have a clear understanding of what you're proposing and how that will differentiate you from the competition?			
Do you know if pricing will be a key decision criteria for the customer and how you need to price?			
Have you done a quick pricing analysis to see if you will be still profitable using your pricing decision?			
After reading the RFP do you feel comfortable with the billing, terms and conditions, warranty, support requirements and can conform to the requirements?			
After reading RFP, do you feel comfortable that you have a solution today to offer the customer?			
Do you have enough time and resources to commit to this response?			

