Trusted advisors for regulated industries, growth-stage companies, and public agencies.

Case Study: Public Sector RFQ, Vendor Selection & Contract Management

Client: Confidential State Government Agency

Industry: Public Sector / IT Modernization / Procurement

Engagement Type: RFQ Development, Vendor Selection, Contract Negotiation & Performance Management

Challenge

A state government agency needed to procure vendors for a large-scale IT modernization initiative. The engagement required transparent RFQ development, vendor evaluation, and contract negotiation while meeting state procurement regulations and ensuring delivery quality under aggressive timelines. The agency also required ongoing performance management to hold vendors accountable to service levels and milestones.

Approach

- Developed RFQ documentation aligned with state public sector procurement rules and compliance requirements.

- Designed scoring criteria and led multi-agency vendor evaluation panels.

- Facilitated vendor Q&A sessions and ensured transparency in evaluation and selection.

- Negotiated contract terms to ensure deliverable clarity, compliance, and risk mitigation.

- Established vendor performance metrics and reporting processes to monitor delivery quality.

- Provided ongoing vendor management oversight to ensure contract adherence and timely resolution of issues.

Results

- Secured high-performing vendors within procurement deadlines.

- Reduced contractual and delivery risk through clear requirements and performance measures.

- Increased vendor accountability with structured performance tracking and reporting.

- Improved stakeholder confidence through a transparent and compliant procurement process.

Core Capabilities Provided

- Public sector RFQ and RFP development

- Vendor evaluation and scoring

- Contract negotiation and compliance alignment

- Performance management and reporting

- Stakeholder engagement and procurement transparency