

Request for Proposals (RFP) and Procurement Advisory

Establishing a security system to protect against the growing number of cyber threats is a key objective for most organizations. Keeping up with the evolving types of threats from an ever-expanding group of threat actors poses an enormous challenge for many resource-constrained IT groups. Organizations must leverage third-party solutions and service providers to fully support their cybersecurity initiatives. When seeking to select a solution or establish a third-party relationship, it is critical that the RFP be properly structured.



CONSORTIUM
NETWORKS

Ensuring your request for proposal **SETS A PROPER FOUNDATION** for an effective vendor relationship.

THE Consortium Solution



The requirements set forth in your RFP will determine not only the breadth and depth of potential responses but will also shape all future interactions with responding parties in areas such as contract negotiation, payment terms, deliverables, and acceptance criteria. The RFP sets expectations for both parties and outlines avenues available to hold each party accountable. Consortium will review your RFP to ensure it sets a solid foundation for your relationship with the technology providers you ultimately select. We help you avoid frustrating and costly amendments by making sure your organization has appropriately scoped your RFP from the start.



KEY ELEMENTS OF THE Consortium RFP and Procurement Advisory Service

Using Consortium's in-house expertise with vendor selection, RFP drafting, and submission review along with our knowledge of the unique aspects of your business and cybersecurity environment, we will perform the following remote services:

- Review the language in your RFP.
- Provide inline comments and/or written summary of review with comments, questions to consider, and recommendation for edits.
- Indicate specific areas where you can include requirements or preferred attributes that will help drive your program forward as opposed to simply managing and maintaining the current state.
- Meet with key stakeholders to gather additional information to inform the RFP review.

In addition to our edited version of your RFP, we will also attend any meetings you request to review our results or to gather additional information. Our goal is to ensure you have a clear, comprehensive RFP to use when seeking your solution.

LEARN MORE: [CONSORTIUM.NET/RFP-AND-PROCUREMENT-ADVISORY/](https://consortium.net/rfp-and-procurement-advisory/)



ABOUT Consortium Networks

Consortium Networks is the trusted Cyber Concierge that helps our clients solve their toughest cybersecurity challenges. We are a cybersecurity risk, technology, and networking organization on a joint mission to connect and educate the community. We founded Consortium to change the "game" and help our clients make sense of the spaghetti labyrinth they call cybersecurity. By mapping our clients' controls to industry standards and risk, we help them reduce complexity and risk to their organization and people. The outcome: clients will quickly understand their gaps and realize the impacts of their investment decisions, strengthening their cyber hygiene, and ultimately, protecting the business.

Our Concierge way of working sets us apart and follows four timeless principles of customer service: attitude, consistency, service, and teamwork. We are devoted to helping others selflessly in both our work and personal communities. For more information, visit consortium.net.