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Management Alternatives, Inc.



**Smart Negotiating**  
**or**  
**Is a Perfect TMC RFP**  
**Process Possible?**

Phase I

# INTERNAL PROCESS

# Discovery Process

Month 1						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Month 2						
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# Discovery Process

- Kickoff
- Survey & Focus Groups
- Examine Current TMCs
- Discuss Findings
- Move Forward

Month 1						
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21	22	23	24	25	26	27
28	29	30	31			

Month 2						
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11	12	13	14	15	16	17
18	19	20	21	22	23	24
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# Discovery Process

Moving Forward



Month 1						
S	M	T	W	T	F	S
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Month 2							
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25							

# Discuss & Decide

## Moving Forward



**Renegotiation?**

**RFP?**

Month 1						
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Month 2						
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# EXTERNAL PROCESS SUPPLIERS

# Discovery Process

## Moving Forward

- **Develop requirement list**
- **Forward to incumbents**
- **Responses due**
- **Recommendations and Award**

**Renegotiation**

Month 1						
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Month 2						
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# Discovery Process

## Moving Forward

- Develop RFP
- Distribute RFP
- RFPs Due
- Recommendations and Award

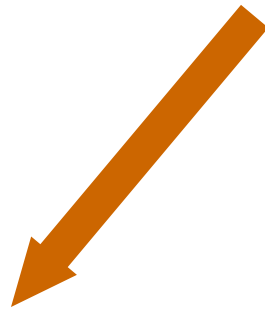


Month 1						
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Month 2						
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# Discovery Process

## Moving Forward



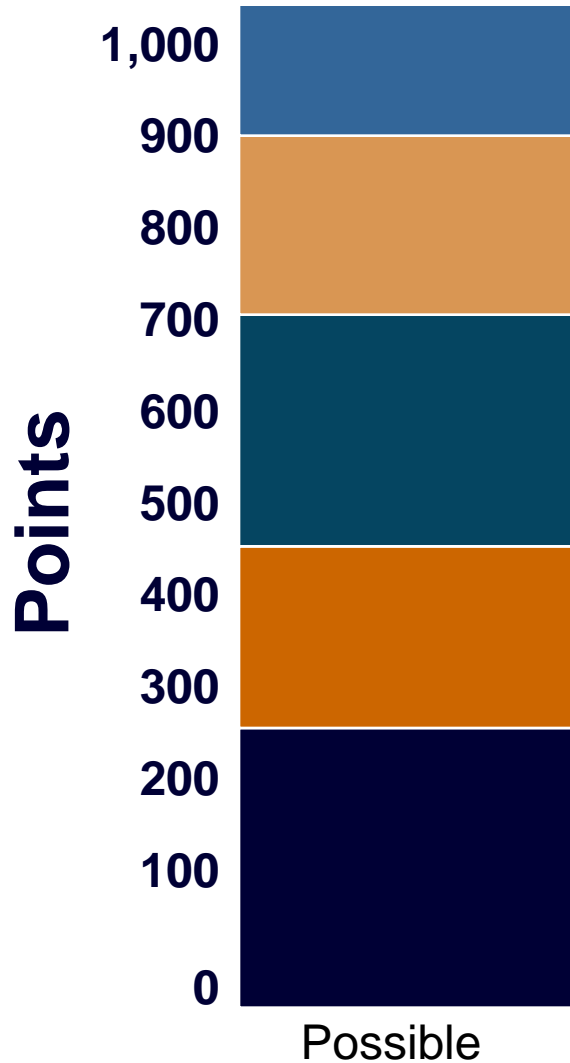
RFP?

Renegotiation?

Month 1						
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# Decision Criteria



Culture



Financial



Presentation

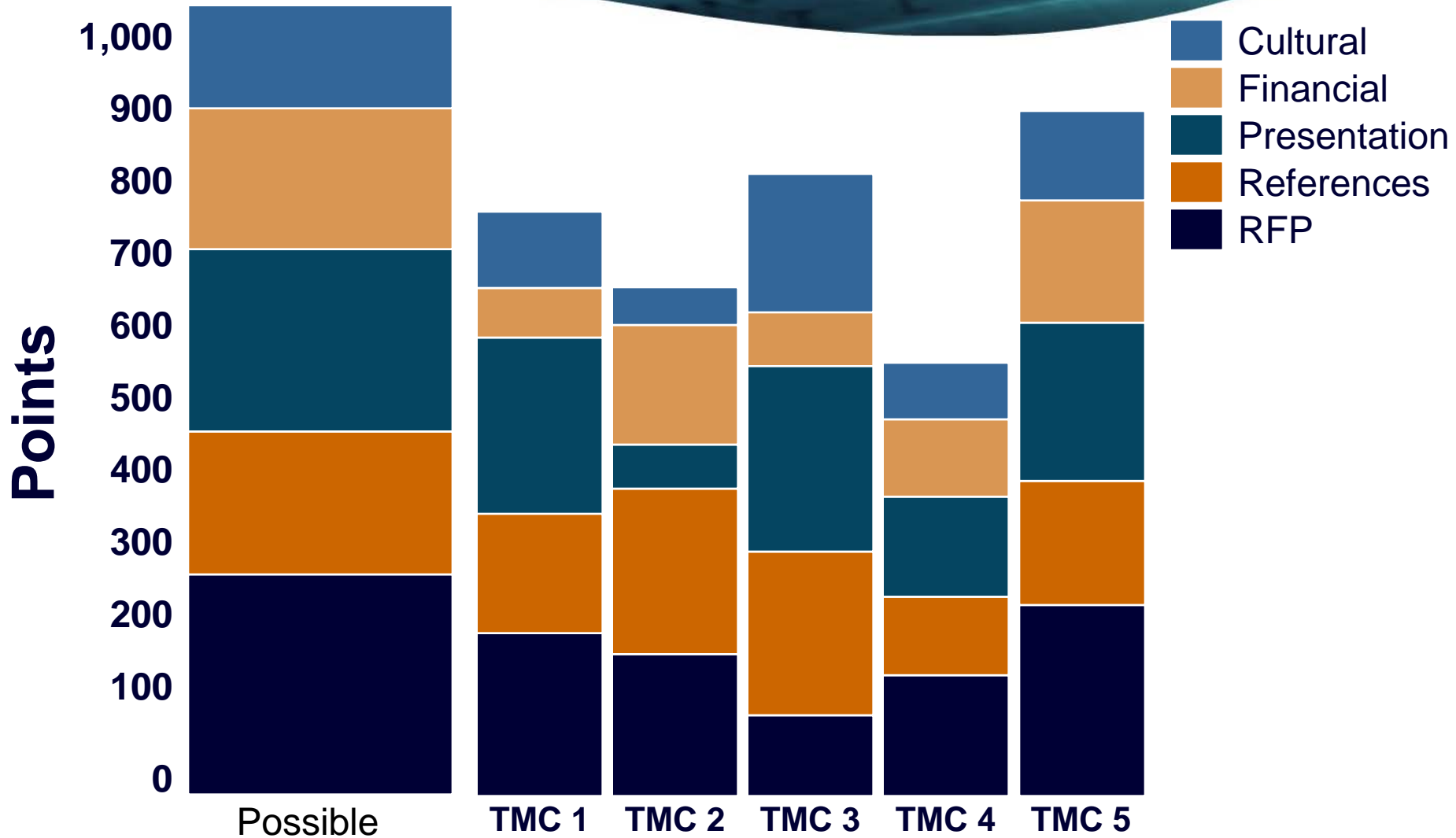


References



RFP (Technical)

# Agency Scoring Evaluation Matrix



# Preliminary Timeline

	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Kickoff Meetings	✓	✓					
Surveys & Focus Groups, Rpt		✓	✓				
Review Incumbent TMCs, Rpt		✓	✓				
Recommend <b>Renegotiation</b> / RFP				✓			
Develop <b>Requirements</b> / RFP				✓			
Distribute to <b>Incumbents</b> / Others				✓			
Develop Scoring Matrix				✓			
TMC Responses Due					✓		
Evaluate Responses & References					✓		
Interview Finalists						✓	
Benchmark Terms & Negotiate Contracts							✓

Thank You

COMMENTS & QUESTIONS?