Securing a contract via a procurement process is likely to be a much different experience than other “deals” you have closed. The sales cycle is different, there are a lot more people involved and there are very specific action steps you’ll need to take to win the business. This video will walk you through a typical procurement process, give you insight into how Fortune 500 companies choose which vendors they’ll work with, teach you how to determine if an opportunity is worth pursuing and provide you with key points to remember throughout the process so you keep the right mindset.

Worksheet

To keep my mindset focused throughout this process, I need to remember that ____________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

The infrastructure of our company is strong in these areas: __________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

We need to improve the infrastructure of our company in these areas: ____________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

Resources we have in place to quickly scale up to deliver our most popular products and services include:
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
Supplier Diversity Training Program

As we move forward in pursuing opportunities as a diverse supplier we’ll consider how the opportunity:

☐ Fits our current strategic direction, which is: ____________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

☐ Will impact other client relationships, as we want to balance: _____________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

☐ Falls in line with our competitive advantage, which is: _________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

☐ Can be executed with the resources and skills we have available, including: ______________
____________________________________________________________________________________
____________________________________________________________________________________