

Recommend

Ideal for organisations seeking guided
decision-making

1. Everything in Discover

- All steps outlined in the Discover package

2. Full RFP ownership

- Develop the final RFP document with client input

3. Vendor shortlist creation

- Drawing on LMS market knowledge and experience, develop the list of vendors to receive the RFP and requirements
- Understanding of the client's technology stack gathered in Discover will be relevant

4. Vendor responses to RFP

- Manage all aspects of the vendor responses and coordinate questions, including those from the client

5. LMS demos

- Manage the vendor demos and ensure suitable client availability

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6. Support for contract negotiations

- Advise the client on total cost of ownership and any likely innovation budget allocation (pertinent to AI)

7. Support for compliance documentation

- Advise the client on the technology aspect (including AI) for internal compliance documentation