

Evaluating Offers – How to Select the BEST Contractor to Perform Your Requirement Using Comparative Analysis

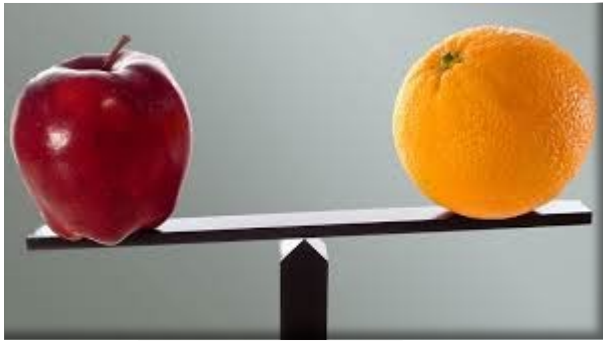
Ed Chevalier, Professor of Contract Management

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Comparative Analysis



- Process:
 - Read an offer, note attributes – *document*
 - Read another offer – note attributes and COMPARE with the first – *document*
 - Read another offer – note attributes and COMPARE with the first and second – *document*
- Good for smaller pool of contractors
- Narrow the pool of contractors to evaluate based on price
- Removes a layer of complexity
- Compare each offer against each other without scoring
- Focus on the factor(s) – what we said was important to us
- Look for attributes related to risk and value – positive or negative

Upcoming Fair Opportunity Webinar Topics



- June 2024: *Crafting Evaluation Factors – The Most Important Part of Choosing the BEST Contractor for Your Requirement*
- July 2024: *Evaluating Offers – How to Select the BEST Contractor to Perform Your Requirement*
- August 2024: **Verbal Interchanges – The Most Flexible But Underutilized Selection Process**

Questions

