

**5 signs an RFP
is intended for
a specific
vendor**





Short submission timelines



When potential vendors see this:
they may assume a preferred
bidder already has a head start.



2

Limited opportunity to ask questions

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When potential vendors see this:
they may assume the client
organization is uninterested in
taking the time to hear from
other vendors.





Recent work with a similar vendor



When potential vendors see this:
they may assume that continuity
or extension of existing work will
be an important deciding factor.



4

**Little
transparency
about how
proposals will
be assessed**

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**When potential vendors see this:
they may assume the selection
logic is intentionally vague to
advantage a preferred bidder.**





Highly specific or narrow requirements



When potential vendors see this:
they may assume the criteria are
designed to advantage a
preferred bidder.



**Any other
signs you've
noticed?**

Let us know!

