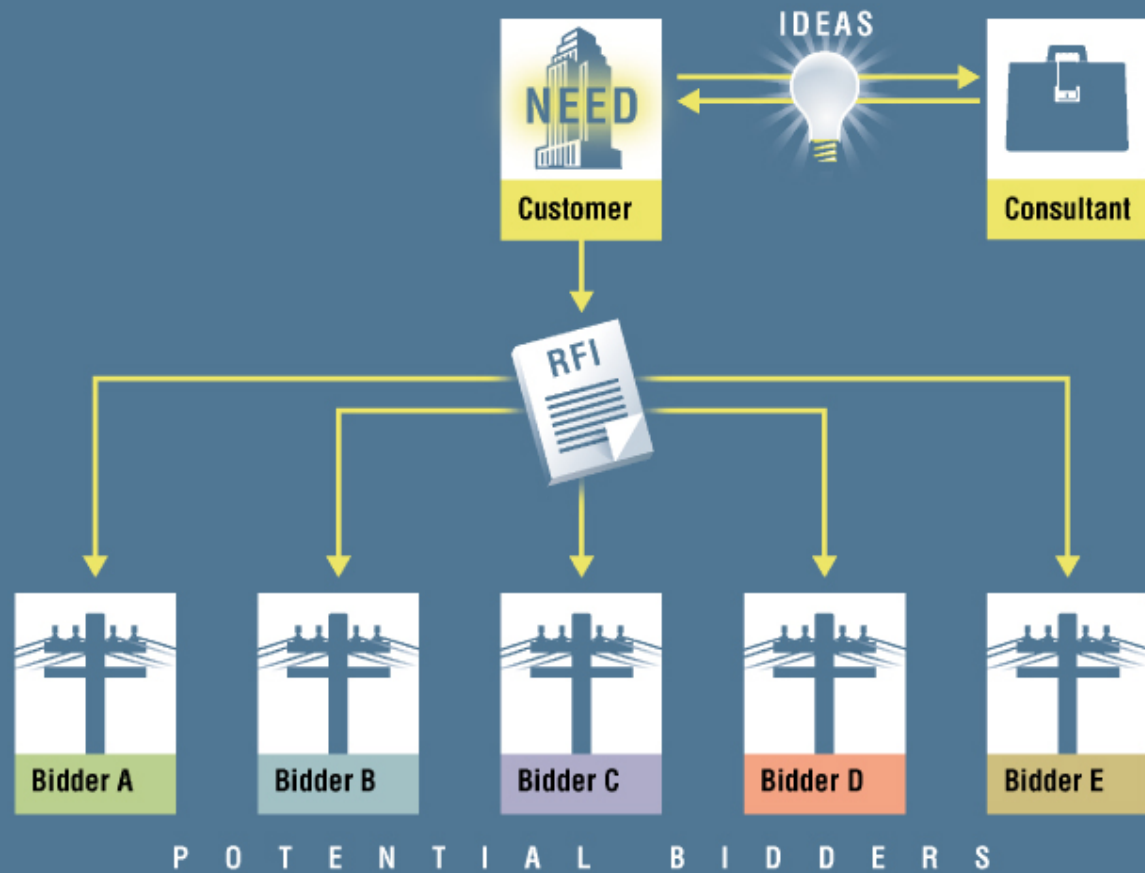


The ISO Procurement Process

Customers, such as ISOs, identify a need.

Customer and Consultant issue Request for Information (RFI) to Potential Bidders

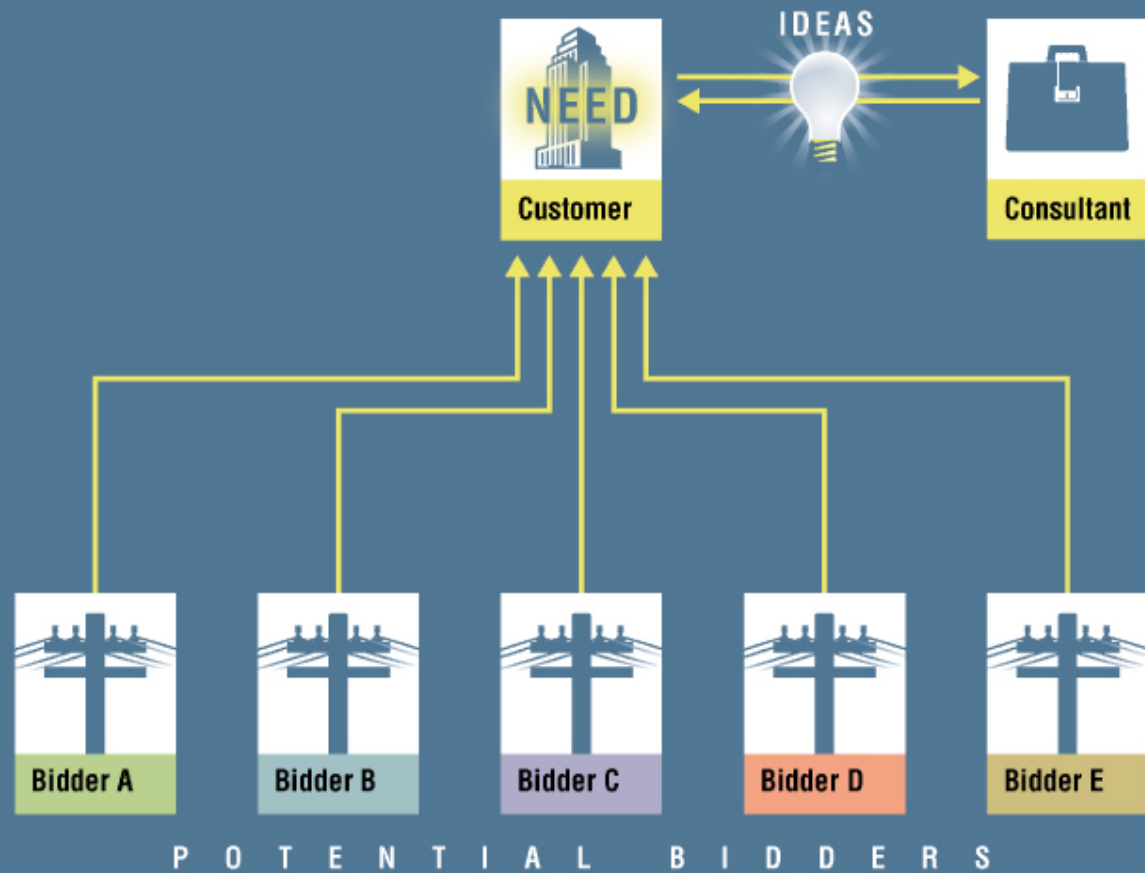


The ISO Procurement Process

Customers, such as ISOs, identify a need.

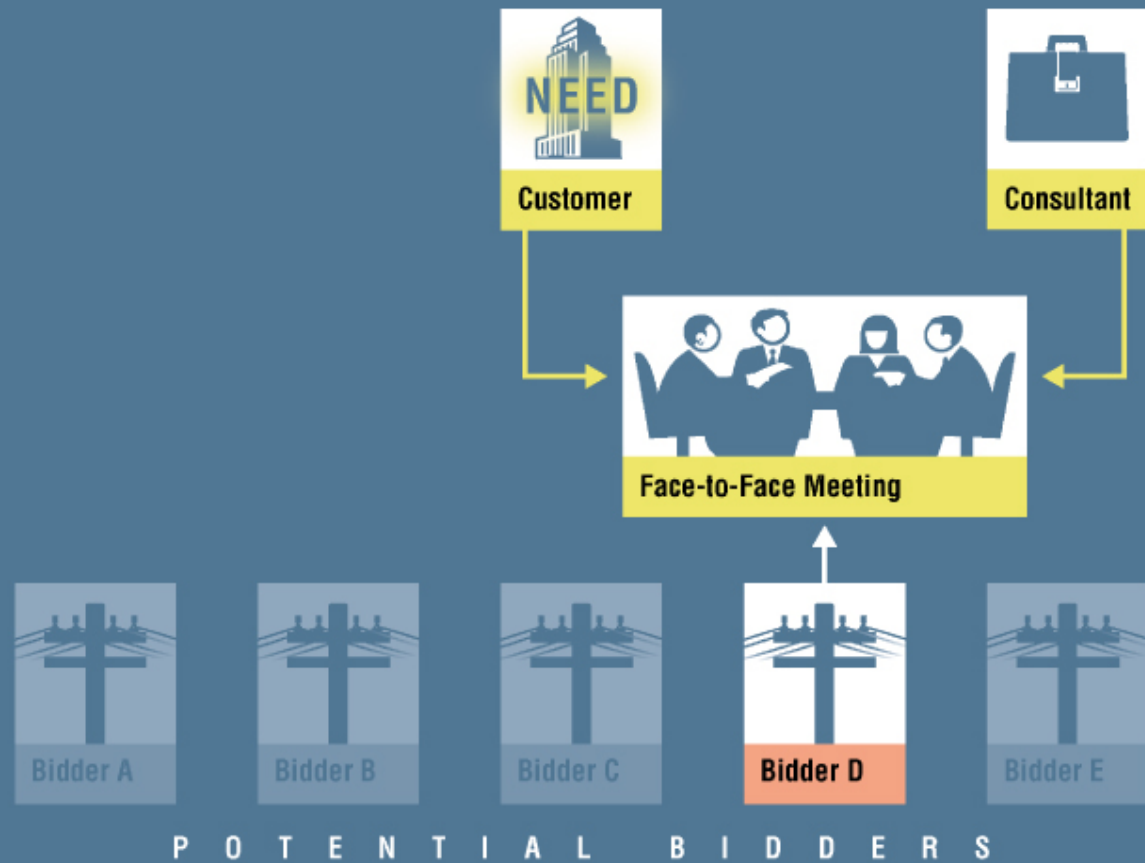
Ideas are developed by:

- Customer
- Consultant



The ISO Procurement Process

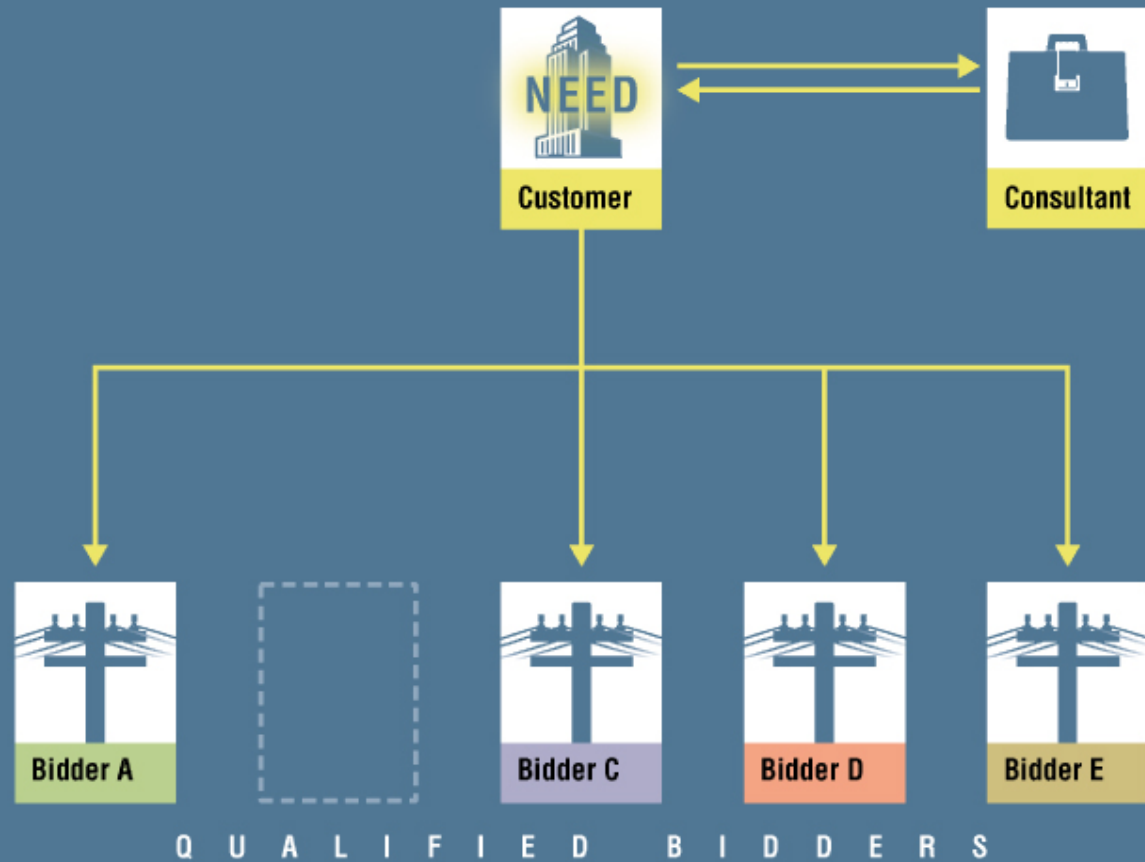
Face-to-face meetings and presentations between customer, consultant and potential bidder.



The ISO Procurement Process

The system is defined by input from the customer, consultant and potential bidders.

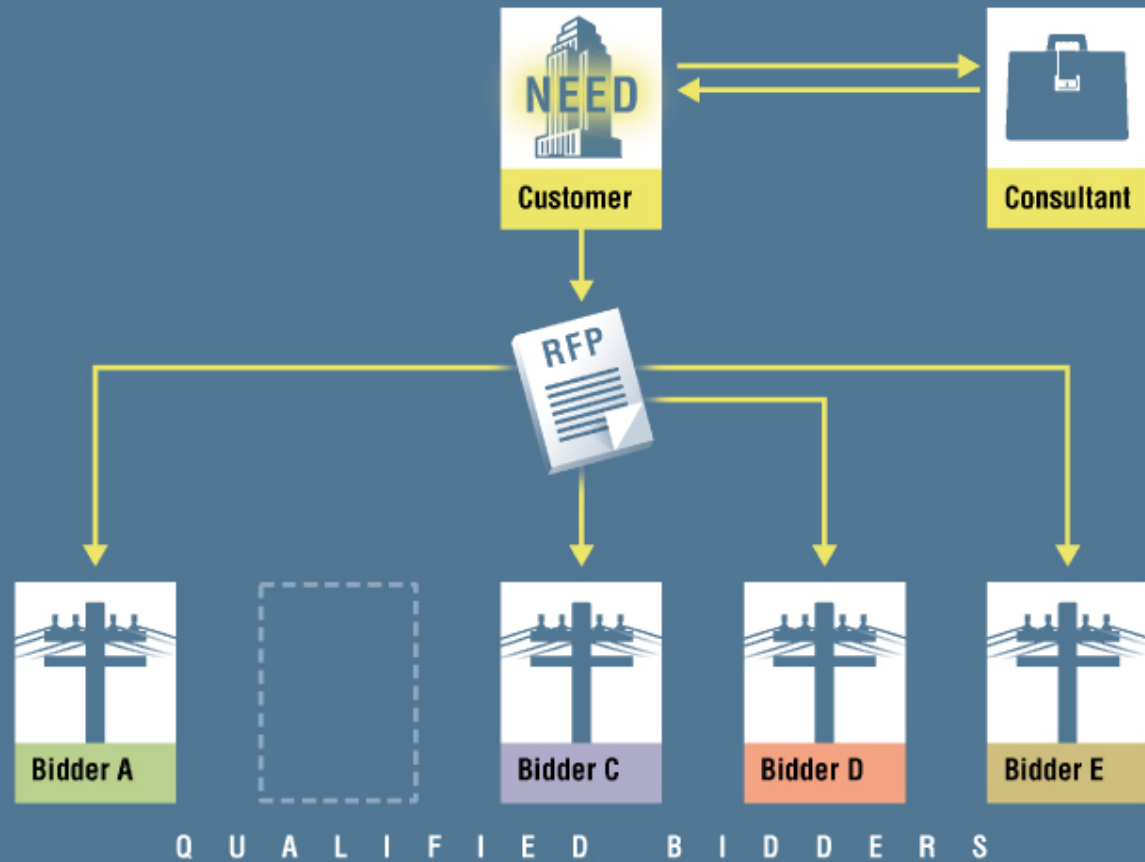
Based on the system requirements, customer identifies qualified bidders.



The ISO Procurement Process

Customer sends
RFP (Request
for Proposal) to
Qualified Bidders.

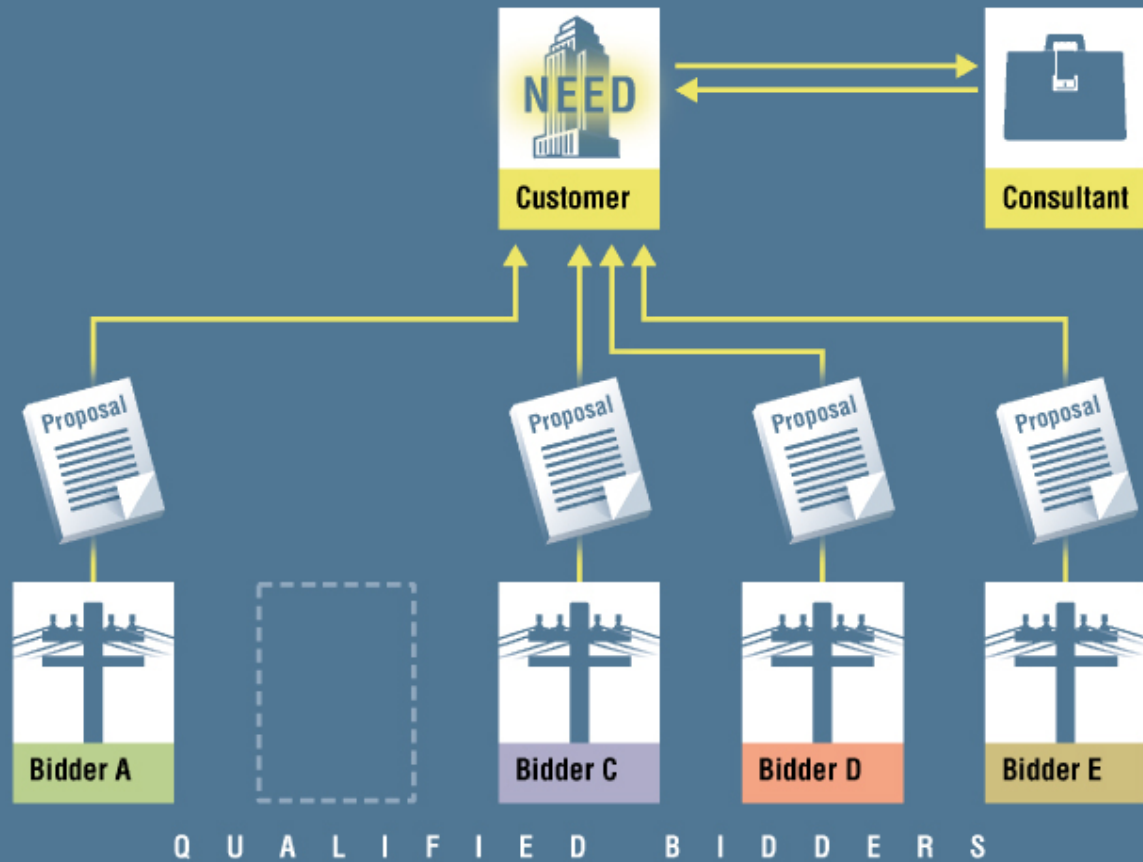
Wider publicity is
generated if
additional bidders
are desired.



The ISO Procurement Process

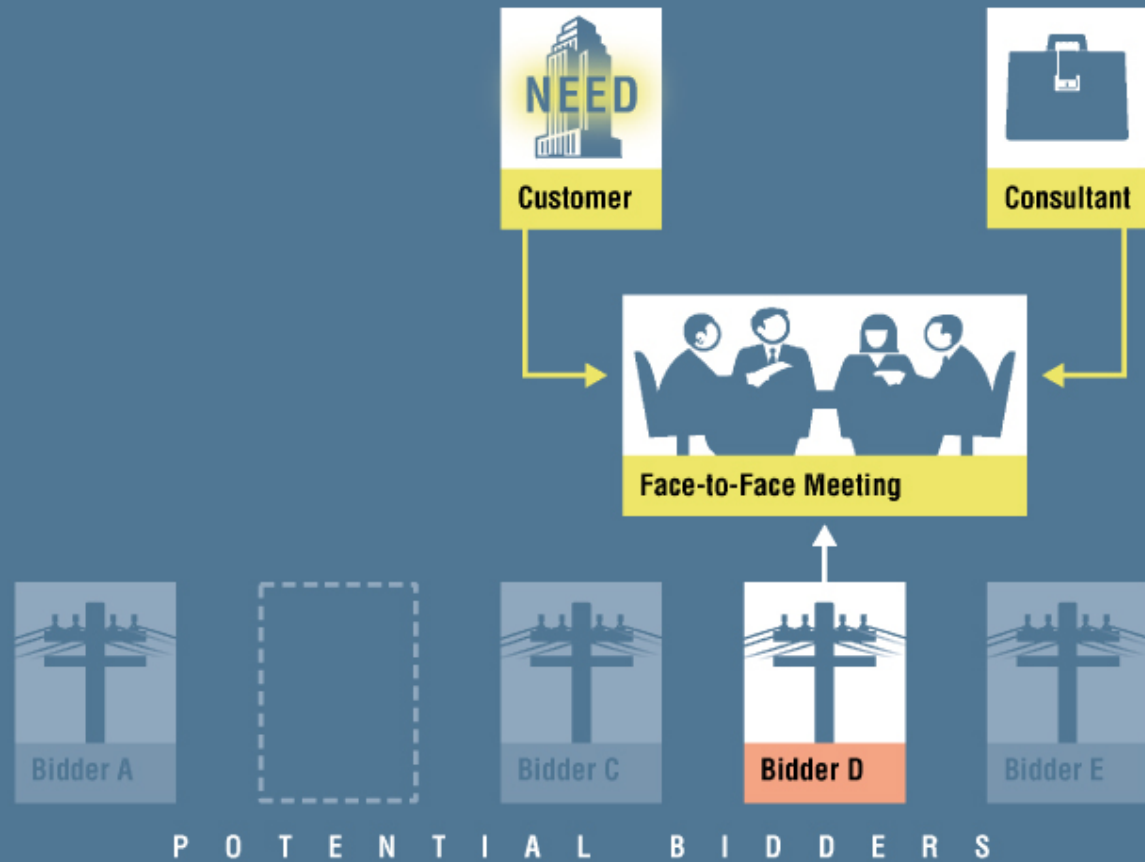
Bidders submit proposals in response to RFP.

Responses are reviewed by the customer and their consultant.



The ISO Procurement Process

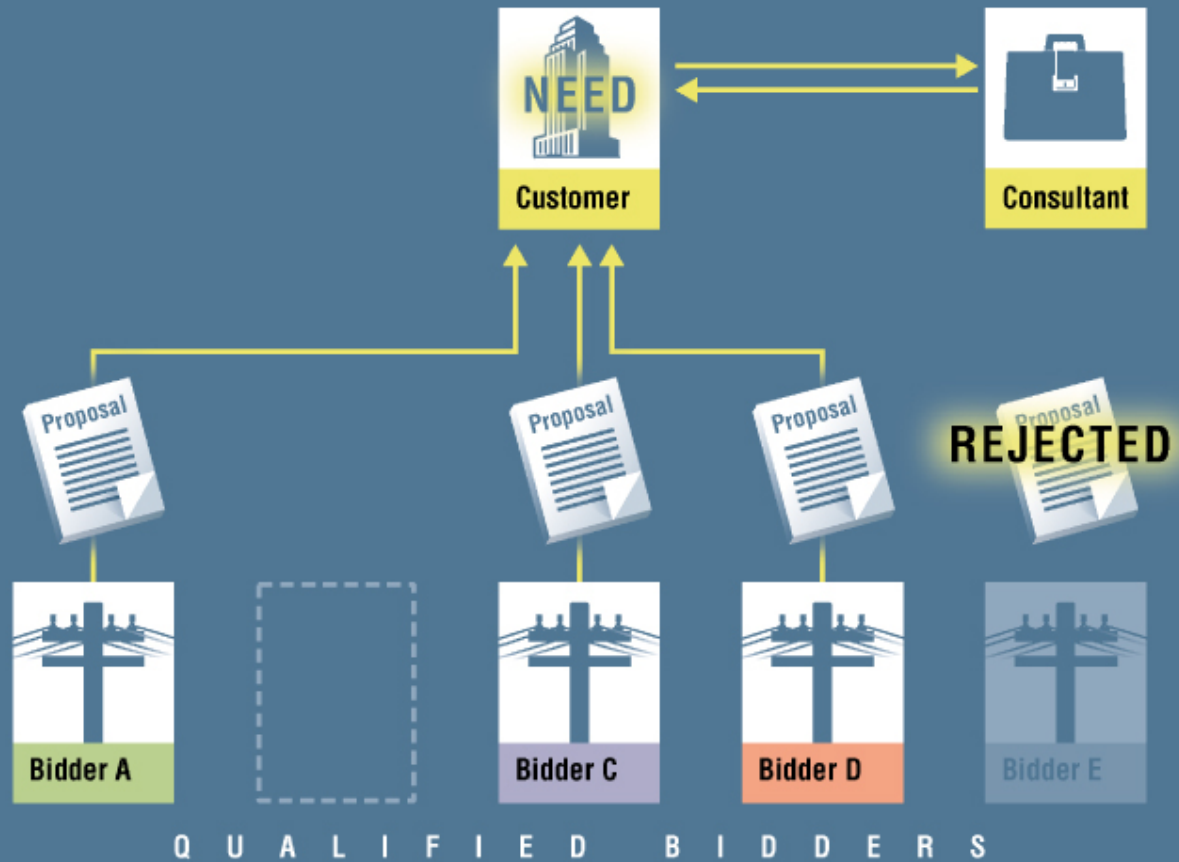
Face-to-face meetings and presentations between customer, consultant and each potential bidder.



The ISO Procurement Process

After the responses are studied:

- Some proposals may be rejected



The ISO Procurement Process

After the responses are studied:

- Some proposals may be rejected or
- The list of bidders may be narrowed

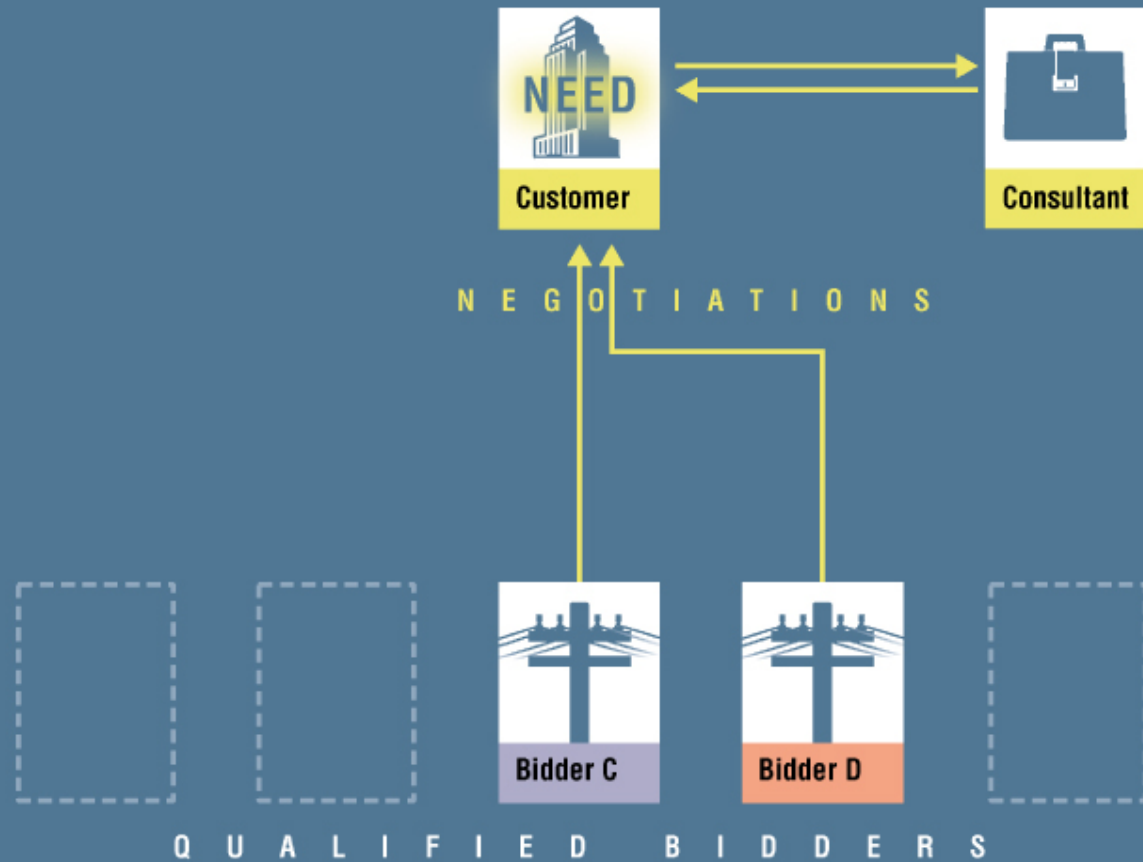


Q U A L I F I E D B I D D E R S

The ISO Procurement Process

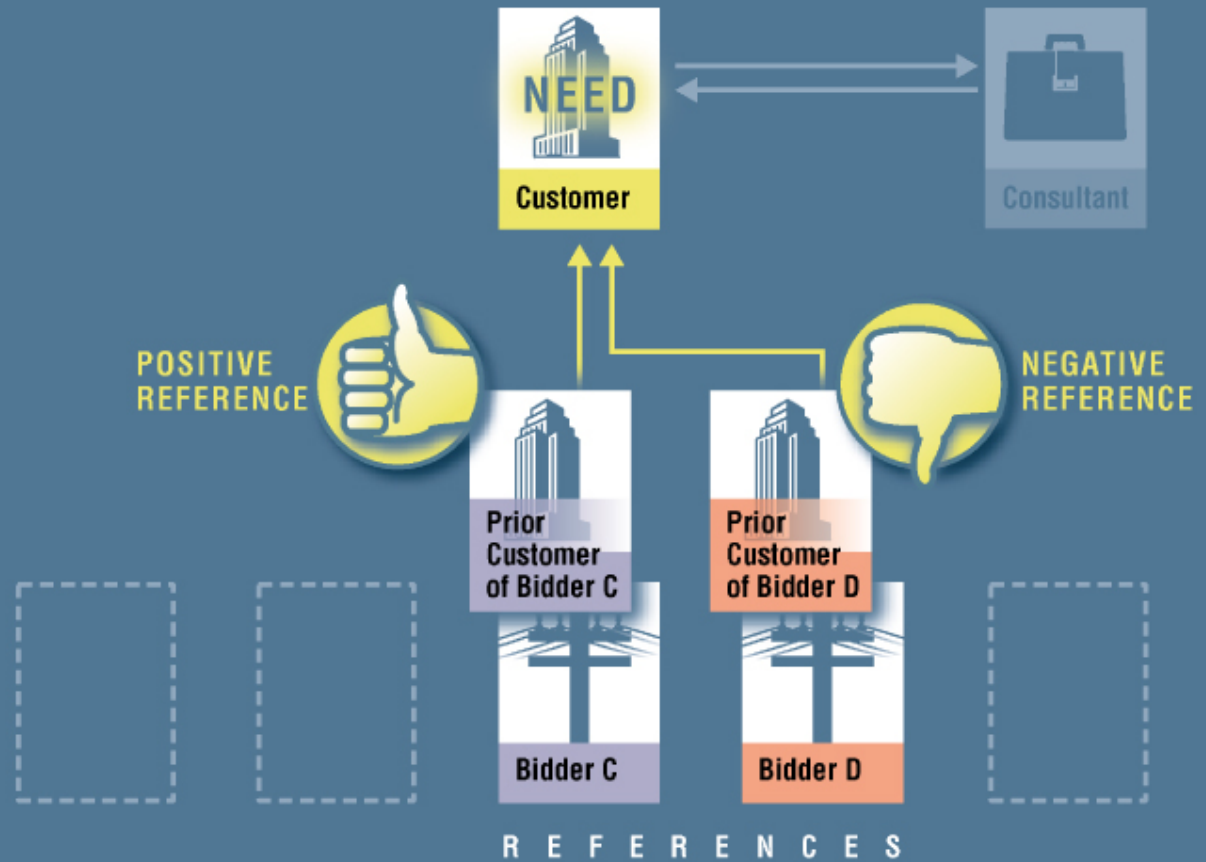
After the responses are studied:

- Some proposals may be rejected or
- The list of bidders may be narrowed or
- Negotiations with one or more bidders may occur

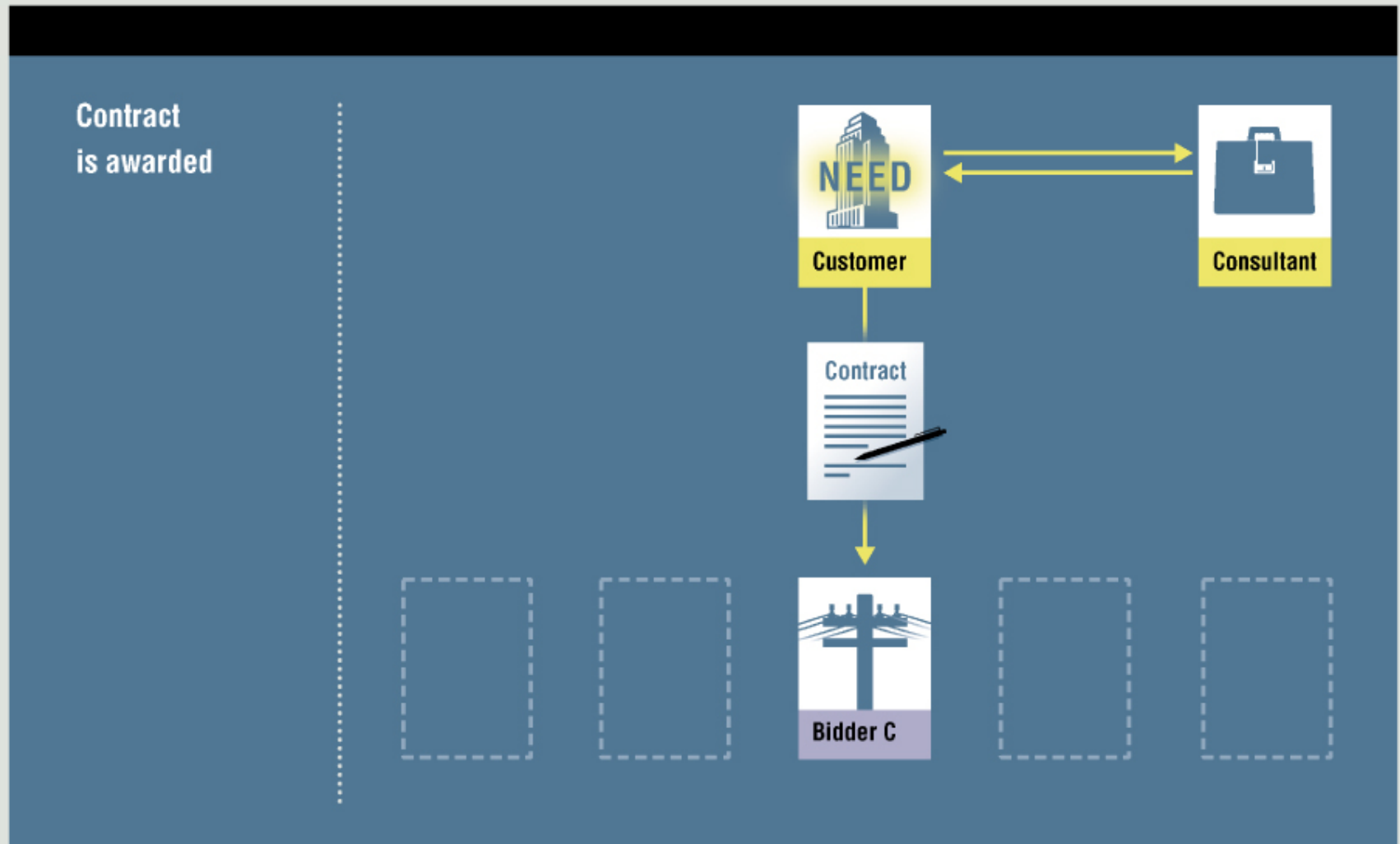


The ISO Procurement Process

Customer checks
references for
remaining bidders



The ISO Procurement Process



The ISO Procurement Process

The winner of the procurement creates and implements the new system

