



GOTTA HAVE IT – The Inside Scoop on Handling Requests For Proposals (RFP)

Come Join the Conversation!

Attend this RTO seminar, wake up and smell the coffee.



On Friday, April 16 at 7:30 a.m. at RAMAC you are invited to an exclusive presentation about 'The Inside Scoop on Handling Requests For Proposals'. RTO is pleased to announce that the presenters include Rob Richardson, retired Racine County IT Director, and Dennis Barkow, former Racine Unified School District IT Director, along with RTO's supporting cast.

RTO has IT (Information Technology) www.rto-wi.org

Many responses to Government & Commercial RFP invitations fail because basic steps are not followed by the responding company.

Register for this event, via the instructions below, to obtain insider knowledge from experts with years of experience that will help you improve your company's response to a Request For Proposal.

- How to get RFP opportunities?
- How to prepare for a response?
- Tips on document preparation.
- Mistakes to avoid.
- Delivery of the RFP response.
- Presentation to the selection group.
- What happens after the presentation?



WARNING:
Some parts of this presentation contain strategies and profit making ideas that may be too intense for businesses that are not serious about their success.
Rated E for 'Excellent'

PRESENTERS - Rob Richardson, retired Racine County IT Director, is a founding member of RTO. Rob has been on both ends of the RFP process during his 33 year career. Dennis Barkow, former Racine Unified School District IT Director is also a founding member of RTO. Dennis currently runs QuinteSystems, a project management and IT consulting firm.

WHEN AND WHERE - 7:30 to 8:30 a.m. + optional 30 minute one-on-one time
Friday, April 16 at RAMAC, 300 Fifth St., Racine, WI

REGISTRATION INFORMATION - Contact Al Volmut, RAMAC Training Director
Phone: (262) 634-1931 / avolmut@racinechamber.com

Or go to www.racinechamber.com/GottaHaveIT.aspx for info & online registration

Fee = \$15 for RAMAC members, \$25 for non-members.
A continental breakfast will be served (with LOTS of coffee)