



## Background

FAMILY DOLLAR INC. is one of the fastest growing discount store chains in the United States, with more than 6,400 stores in a 44-state area. FAMILY DOLLAR INC. is one of the fastest growing discount store chains in the United States, with more than 6,400 stores in a 44-state area

## Our Solution

- ▶ RFP Scope Creation and finalization- On the basis of RFI details given by the Family Dollar the scope was defined
- ▶ RFP Creation- In this phase the RFP was created as per predefined scope
- ▶ RFP Release Management – In this phase we contact the concerned person at the vendor side and release RFP and collect their suggestions and questions
- ▶ RFP Evaluation- We evaluated the RFP and a response rating was given to them
- ▶ Coordinate Vendor Visits- In this phase we assisted in the vendor visits and RFP proposal defense by vendors
- ▶ Due Diligence and Negotiation- In negotiation and Due Diligence negotiation with the vendors takes place in terms of price, delivery models etc.

## Business Benefits

- ▶ Managed vendor selection process
  - 2 month turnaround for RFP process (RFP creation, RFP management, RFP Analysis)
- ▶ Increased resource skill availability
- ▶ Capacity flexibility along with cost arbitrage

## Systems Plus Solutions

is an ISO 9001:2000 Certified Business Solution provider specializing in business consulting, sourcing advisory and software development with clients in more than 20 countries across Europe, Asia and North America.

Headquartered in Mumbai, India, SPS has offices in Reading, UK and New Jersey, USA.

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