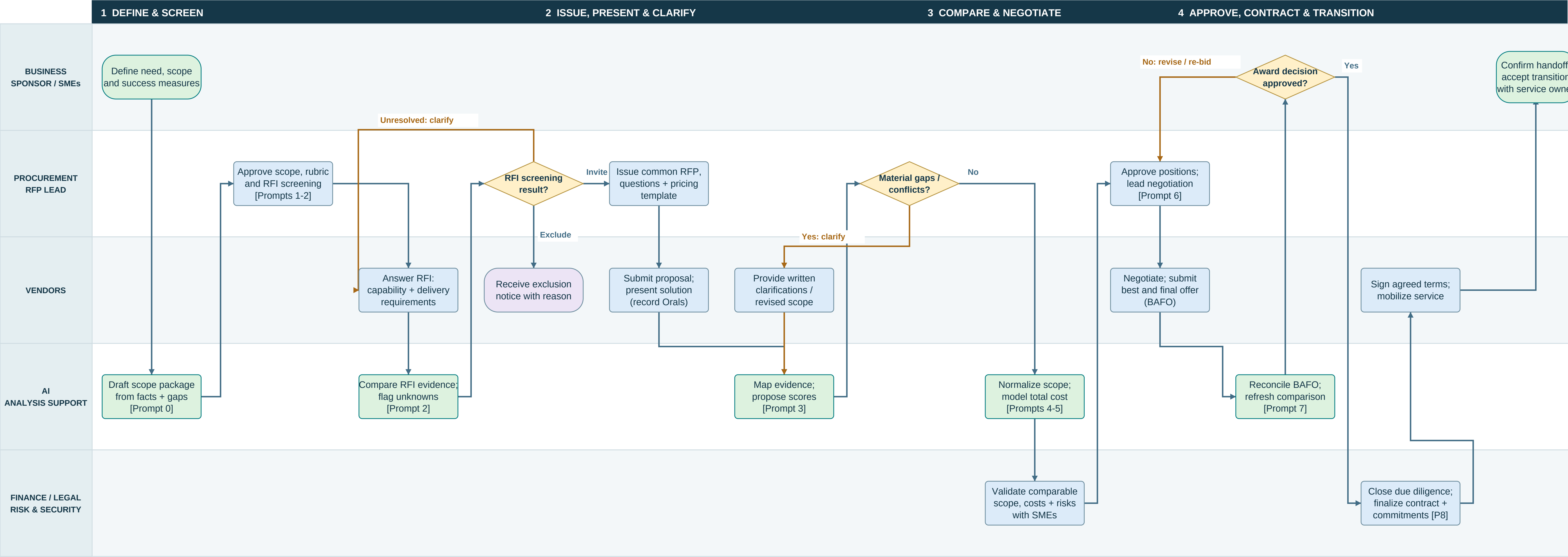


Outsourcing RFP: who does what, and what happens next?

A real process flow: follow the arrows across roles. AI drafts and analyzes; accountable people approve decisions and supplier communications.



READ THE LOOPS Unknowns return for clarification. A confirmed must-have failure can exclude a bidder. Approval failure returns to negotiation or re-bid.

Control points: SMEs validate proposed scores; finance checks formulas; procurement approves supplier-facing content; legal approves terms before signature.