

5 STEPS TO A BETTER LABOR RFP

Writing and negotiating a labor RFP involves more than repeating the past or relying on a traditional staffing template. Consider new approaches and get strategic results with these 5 steps.



LEADPOINT: THE EXPERTISE TO DELIVER RESULTS

Leadpoint has more than 20 years of experience providing high-performance work teams to the recycling industry. Municipal, corporate, and private MRFs across the country rely on our specialized expertise, proprietary systems and processes, and partnership.

You can count on Leadpoint for consulting about your labor RFP or for stabilizing your workforce. Together, we'll help you control costs, advance performance, and mitigate risk.



LEADPOINT

1 Do your homework.

Leadpoint has expertise and experience in MRF workforces. We help municipalities create RFPs that align with their operating plans and budgets. To start, we'll dig into your site's strategy and help you develop a Request for Information or RFI that meets your unique needs.

2 Validate the market.

The RFI will engage potential labor partners. It will give you real answers about how a partner will work, what they know, and how they will add value to your operation. RFI responses will help you identify potential partners and prepare a Request for Proposal that gets into the details.

3 Issue an RFP.

Leadpoint has a template that will help you write an RFP that elicits specific responses about how a potential labor partner will get the job done, meet your performance expectations, and price their services.

4 Evaluate responses.

Here's where Leadpoint's industry experience can really help. Together, we'll review and rank-order RFP responses based on your selection criteria. We may advise a second round of qualifying questions or assist with in-person presentations from your top choices.

5 Negotiate & finalize.

Our experts can consult with you to negotiate all elements of the final proposal you select. Savvy negotiation is about more than price!