

RFP CONSULTING



DON'T JUST CHOOSE A PROVIDER; FIND THE RIGHT PARTNER

Selecting your global mobility partners isn't just about price or platform: it's a strategic decision that supports your mobility team, shapes the employee experience, and drives long-term program success. AIRINC's RFP Consulting is the tailored, objective support that you need for your partner selection process: we help you make smart and confident choices that reflect your organization's unique goals, culture, and delivery needs.



HOW WE HELP

1

CLARIFY YOUR NEEDS

- ✓ Define a clear vision of success for your program
- ✓ Align internal stakeholders through facilitated workshops
- ✓ Translate goals into a clear list of "must-haves" and potential red flags

2

ASK THE RIGHT QUESTIONS

- ✓ Craft thoughtful customized RFP questions
- ✓ Design realistic scenarios and live evaluation challenges
- ✓ Focus on what really matters for your organization

3

CHOOSE WITH CONFIDENCE

- ✓ Develop meaningful scoring frameworks and evaluation tools
- ✓ Support demos, orals, reference checks and final decision-making
- ✓ Draft tailored SLAs / KPIs aligned to your program's priorities

FLEXIBLE SUPPORT, YOUR WAY

We know every organization's starting point, priorities, and bandwidth are different.

That's why we adapt our role and level of involvement to fit what you need most:

- ✓ **Full partnership:** We manage the entire process from start to finish
- ✓ **Targeted support:** We focus on the areas where you need us most
- ✓ **Behind-the-scenes advisor:** We guide and coach your team discreetly

WHY AIRINC

Our team members have a range of experience, including years of provider-side expertise and as former in-house mobility leaders. This dual perspective gives us a deep understanding of both operational realities and procurement strategies, enabling us to offer an unbiased, consultative approach grounded in real-world experience.

TOGETHER, LET'S MAKE YOUR NEXT PROVIDER DECISION THE RIGHT ONE

Contact us to learn how our RFP Consulting services can help you define what matters, ask the right questions, and evaluate with confidence.

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