

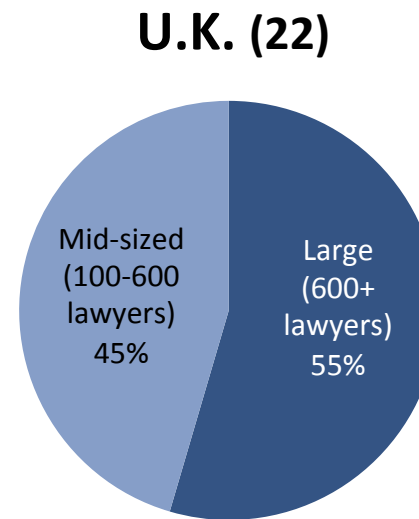
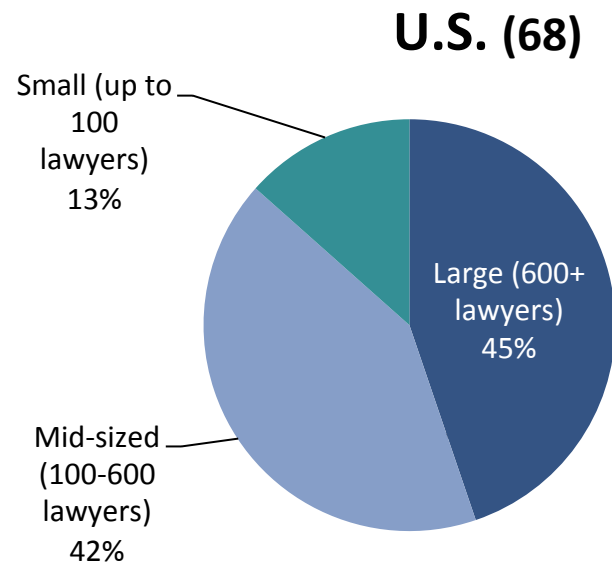


# 2016 RFP Survey

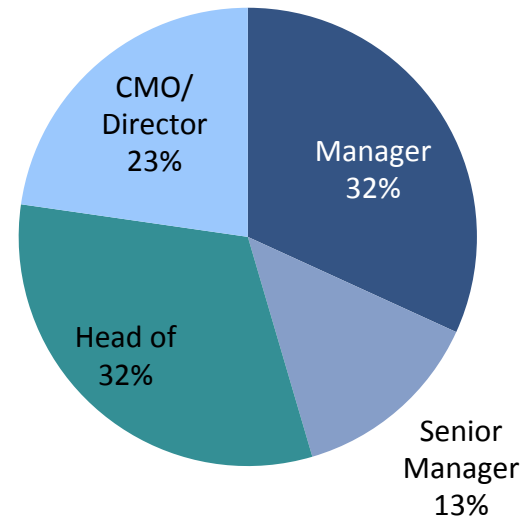
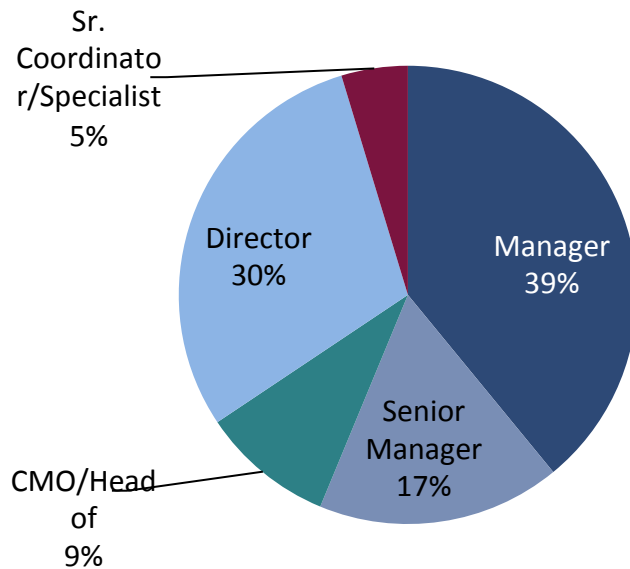
## U.S. and U.K.

Jennifer Scalzi  
J. Johnson Executive Search, Inc.  
[jennifer@jjohnsonexecsearch.com](mailto:jennifer@jjohnsonexecsearch.com)  
@JJESearch

## Demographics



**Firm size**

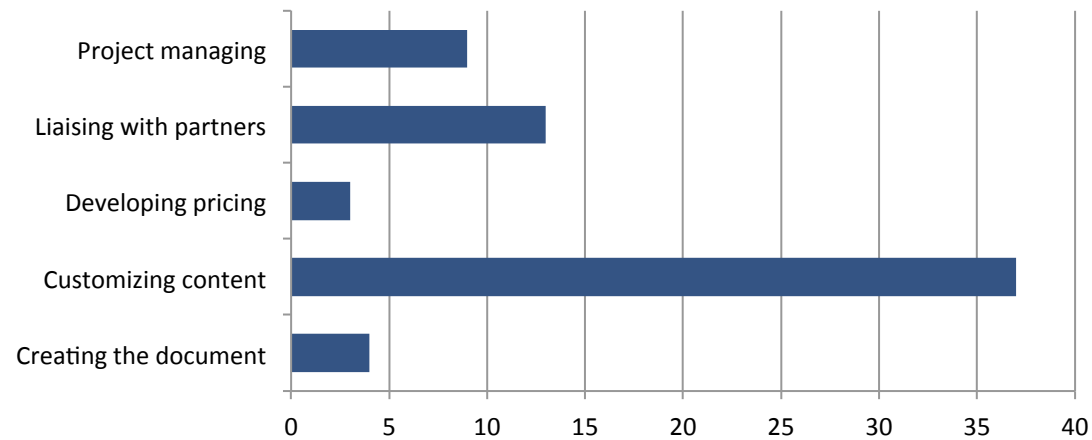


**Respondent**

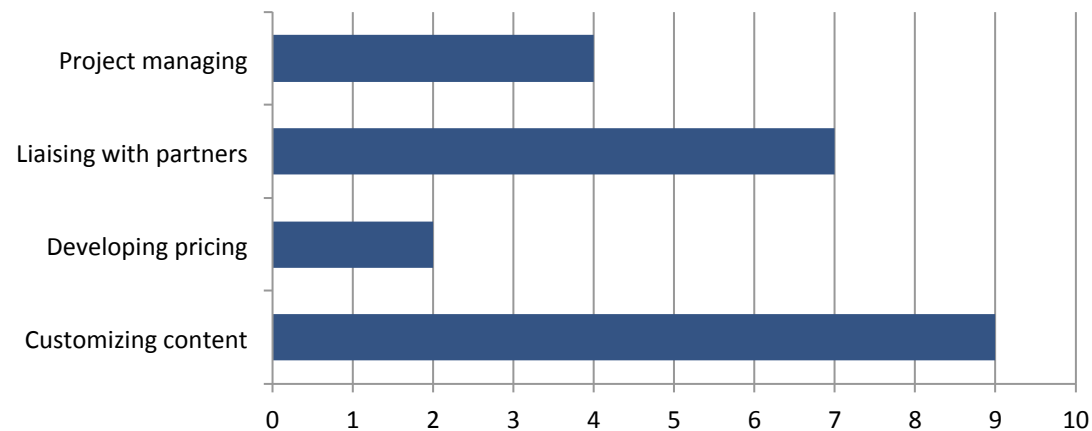
## Project Components

The majority of my time on these proposals & RFPs is spent:

### U.S.



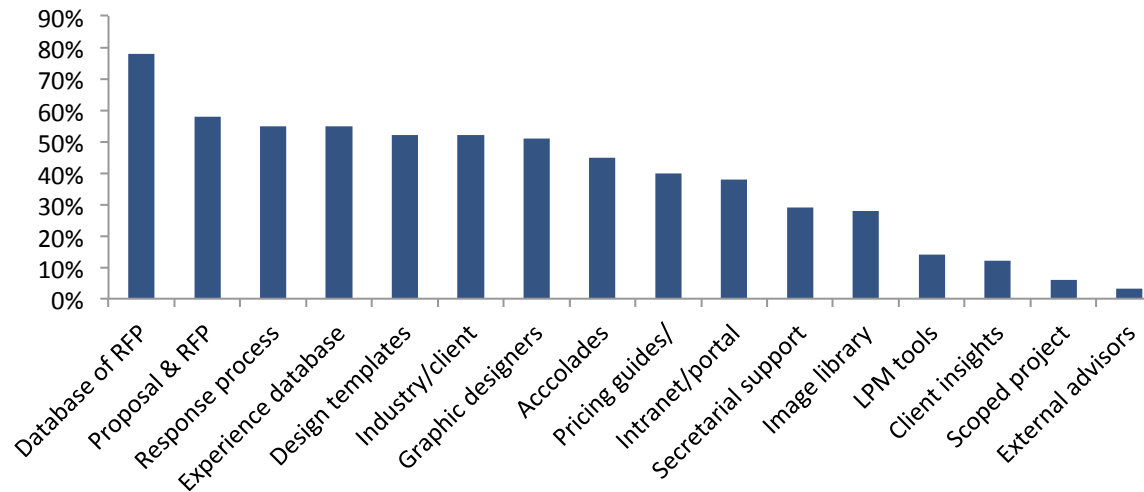
### U.K.



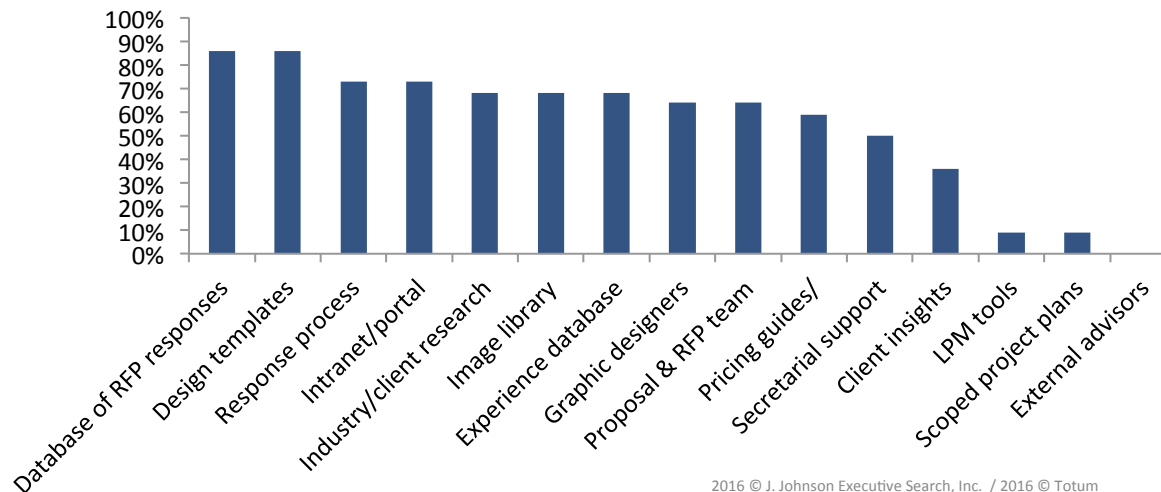
## Tools and Resources

When developing proposals & RFPs, I have easy access to:

### U.S.

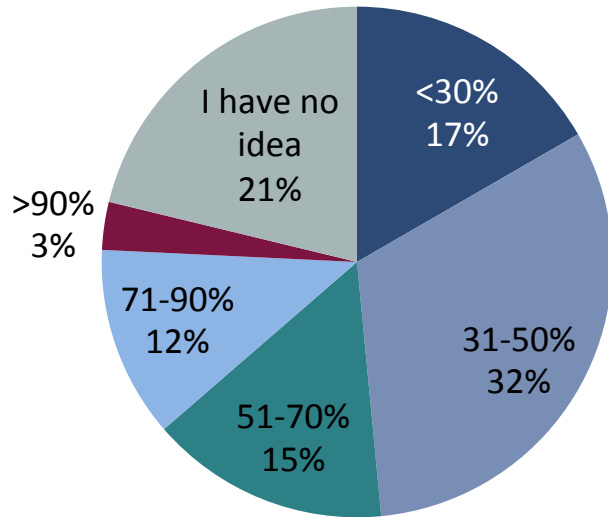


### U.K.

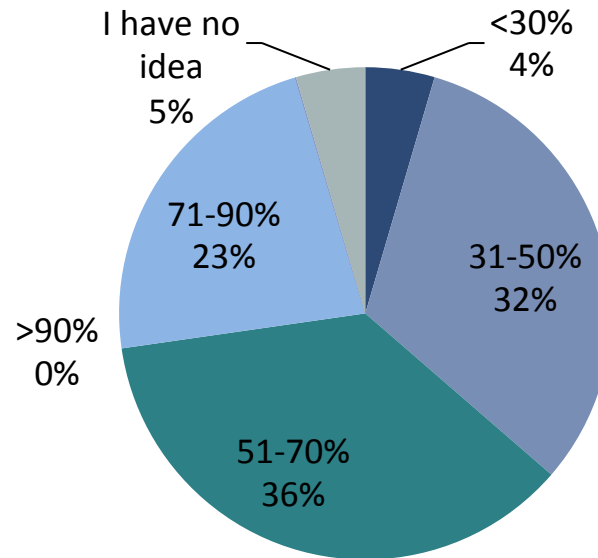


My firm's win rate is:

**U.S.**



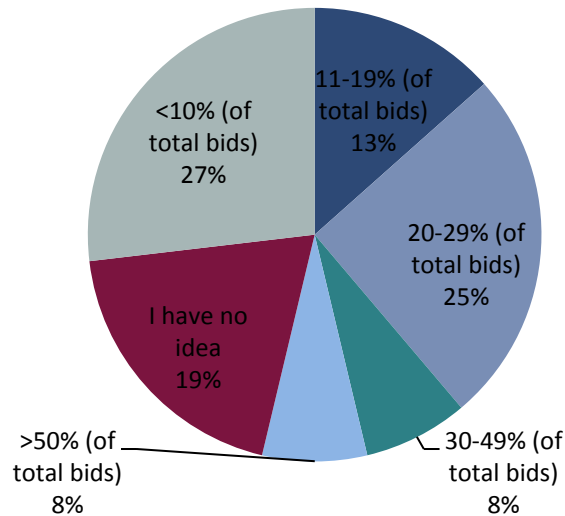
**U.K.**



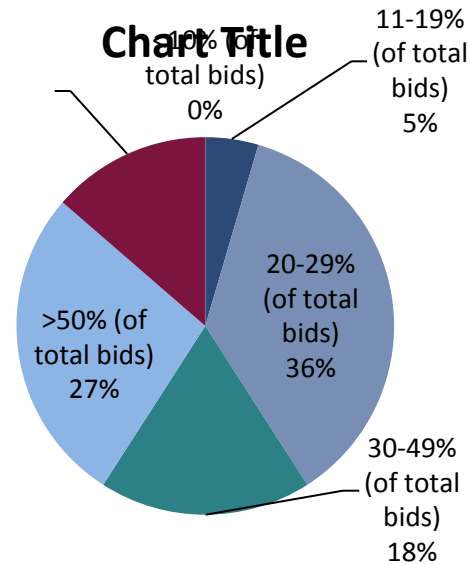
## Pricing

For RFPs I used fixed pricing or capped pricing in:

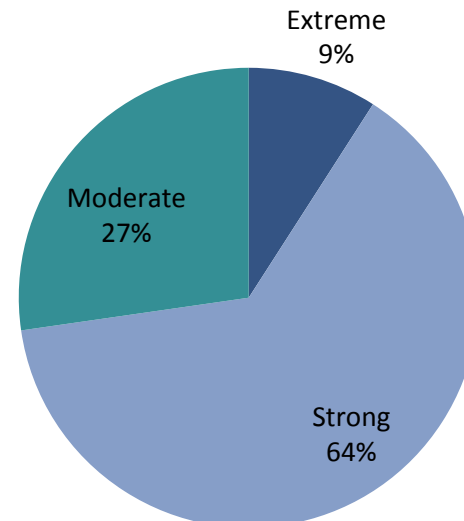
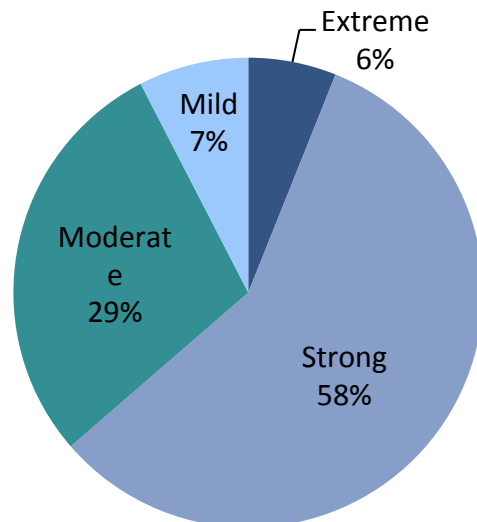
### U.S.



### U.K.



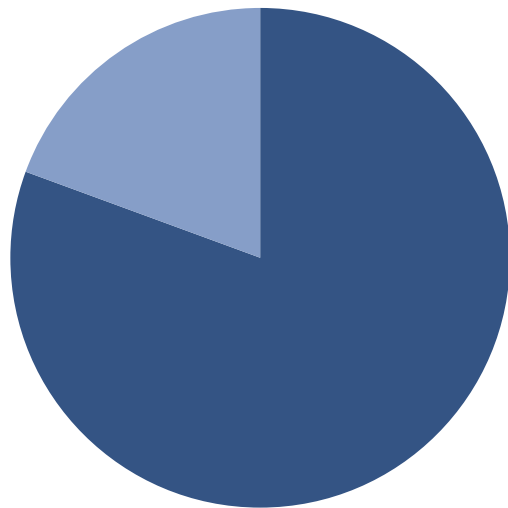
Current “price pressure” for proposals & RFPs:



## Partner Engagement

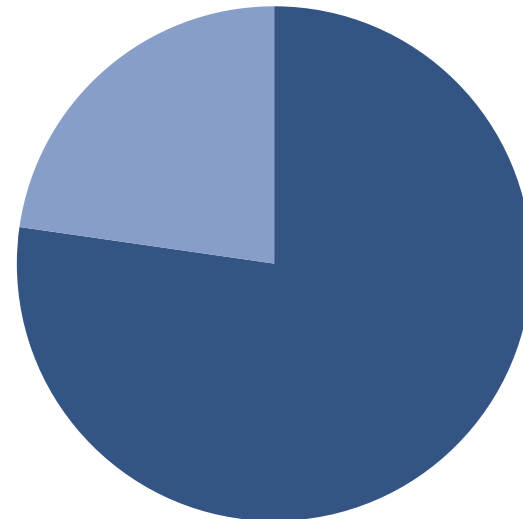
Satisfaction with partner engagement:

**U.S.**



■ Satisfactory ■ Unsatisfactory

**U.K.**



■ Satisfactory ■ Unsatisfactory



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