



NECI's eSeminars

Join our fast-paced interactive sessions delivered over WebEx without leaving your office! Experience NECI's procurement experts take a deep dive into a narrow topic. Each eSeminar includes relevant content, and time for Q and A and lively discussion to encourage maximum interaction and participation

Contact Us

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RFP Drafting: Managing Mandatory Requirements

Under Contract A, mandatory requirements can become a minefield of your own making. Every mandatory requirement presents a fresh opportunity for the 'right' bidder to get it wrong, potentially obliging you to disqualify the bid for non-compliance. Learn to become a mandatory minimalist, by making more effective use of rated requirements, proposal promises and contractual clauses. Also learn how to avoid the common pitfall of mixing your Contract A and Contract B requirements.

Learning Objectives

- Considering common mandatory requirements and how they can be best drafted.
- Identifying requirements best evaluated as desirable rather than mandatory.
- Reviewing 3 ways to frame a mandatory requirement when drafting your RFx.
- Exploring relevant court cases surrounding mandatories to realize the related legal risk.

Helping organizations in Canada obtain maximum value from procurement and contracting