

## Debriefing on tenders

### Questions to ask

- Why did you go to tender ?
- How do you identify which firms to invite ?
- What were your selection criteria ?
- How did you weight various selection criteria ?
- Did your pre-conceived views change during the tender process ?
- What value adds were you offered ?
- About the importance of price - just how important was it ?
- What was the relative price position of the successful tenderers in the final outcome ?
- How did the various law firms compare ?
- What made one stand out ?
- What would you do differently next time ?
- How will know if you made the right decision ? How would you assess the selected law firms performance ?