

Case Study

Request for Proposal (RFP)

Situation

Our client, FCI Asia Pte Ltd, was initially seeking an outsourcing partner for its data center operations in Asia. In this regards, it was important for FCI Asia to work with consultants who are experienced in and can relate to such requirements. Successively, a change of ownership implied looking into further cost control while achieving additional flexibility and business agility in order to stay competitive in the years to come.

Solution

Reppel & Partners Pte Ltd was initially commissioned to generate a Request for Proposal (RFP) seeking partners for the data center operations in Asia. After finalizing this initial work, the CIO, after reviewing, decided to expand the scope to be a more comprehensive effort for FCI Asia. In a next step, FCI Asia requested Reppel & Partners to conduct an RFP exercise for its application development & support organization comprising of approximately 75 engineers out of a south Asian location, to stabilize proficiency and reach critical mass for their operations.

Success

As FCI Asia was uncertain about the outcome of the exercise and at the same time needed the RFP in a very tight time frame, they decided to go with a small, independent consultancy. With most information readily available, the RFP document was put together within a short 2 weeks, and still allowing FCI Asia to collaborate in generating it. This shortened the process considerably and permitted FCI Asia to come up with a decision well ahead of schedule! The clear content and concise format of the RFP document itself led the client to a rapid narrowing to a final 3 vendors having individual strengths and motivations. This saved FCI Asia many more hours of work. The client's senior management was highly satisfied with the quality of the consultation and Reppel & Partners Pte Ltd has meanwhile become a trusted partner of FCI in Asia and beyond.

FCI Asia Pte Ltd

is with operations in 30 countries and sales of 1.30 billion Euro in 2006 a leading manufacturer of connectors. Their 13,500 employees worldwide are committed to providing customers with high-quality, innovative products for a wide range of consumer and industrial applications.

Testimonial

'I have received a couple comments about how complete it was and that it provided much more information than they normally see in an RFP'

'I would be glad to be a reference at anytime'

Scott McDonald, IS Director, US

'The money we paid Reppel & Partners for their work on our RFP was money well spent!'

William Loh, VP Global Sourcing, Singapore



Address

FCI Asia Pte Ltd
159 Kompong Ampat,
#04-01 KA Place
Singapore 368328