



#### SESSION 3

#### **Advantages of Separately Obtaining and Reviewing a Price Proposal**

1. Proposal reviewers within the institute primarily responsible for identifying the outside professional that may be best suited for the institute's needs are not influenced by the price of the proposal
2. Proposal reviewers are free to focus all of their efforts solely on review of proposal content
3. Proposal reviewers who have no or limited experience working with finances or outside professionals are not asked to comment in areas in which they may not be comfortable or may have feelings of inadequacy
4. The review of price proposals can be assigned to an individual within the institute whose background, experience and knowledge is best suited to the task
5. The proposal review process is less duplicative and more efficient since all reviewers are not required to spend time reviewing proposal prices
6. Obtaining and reviewing separate price proposals acknowledges explicitly that review of price proposals is inherently objective and factual, unlike the review of proposal content, which is inherently nuanced and subjective

