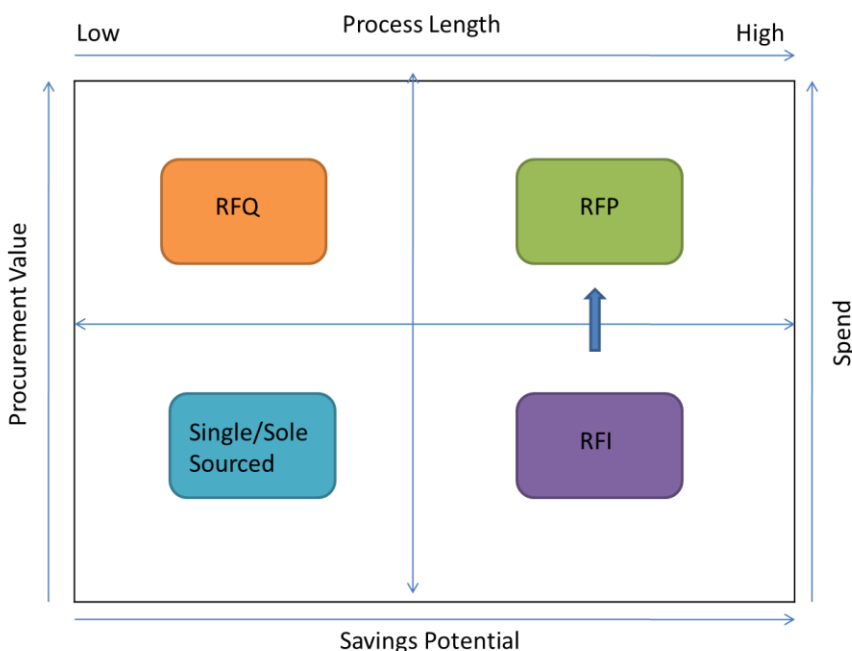




CORPORATE PROCUREMENT

Please use the following decision quadrant and examples to determine which competitive bidding document is right for your situation. Still not sure? Feel free to reach out to CorpProcurement@discounttire.com for help!

RFx Decision Quadrant



Procurement Value	The degree to which more time/effort in the engagement would drive additional savings (what warrants procurement involvement)
Savings Potential	The potential to drive greater savings for the company
Process Length	The expected sourcing cycle timeframe
Spend	The expected budget for the purchase

Example 1: A lot of vendors, good potential for cost savings, spend is high, procurement effort and duration are high = **RFP**

Example 2: Single vendor, low dollar/tactical, need fast turnaround, low savings expectation = **Single/Sole Source**

Example 3: Medium to high spend, a lot of vendors, good potential for cost savings, spend is high, scope/solution not fully defined, procurement value and duration are medium to low = **RFI**

Example 4: A lot of vendors, medium to low potential for cost savings, procurement value is low to medium, duration is low = **RFQ**