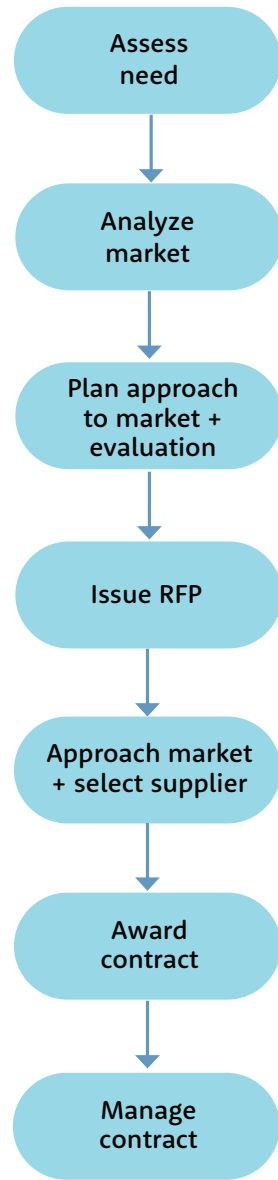


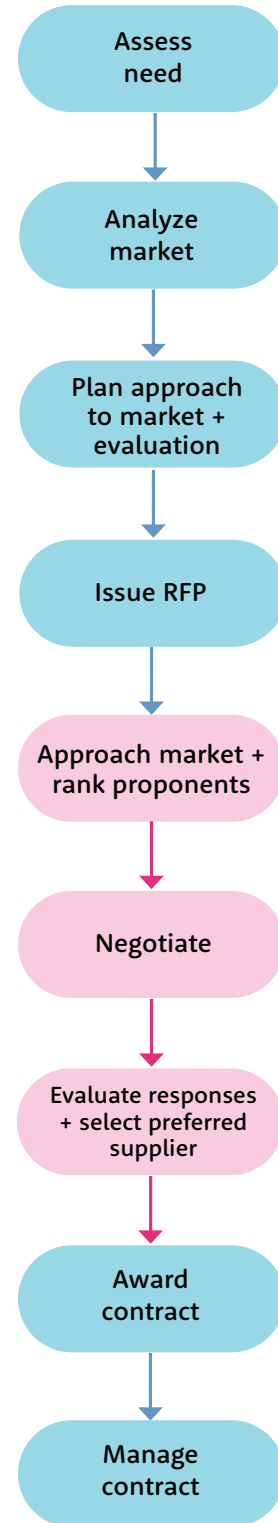
**A. Traditional RFP Process**



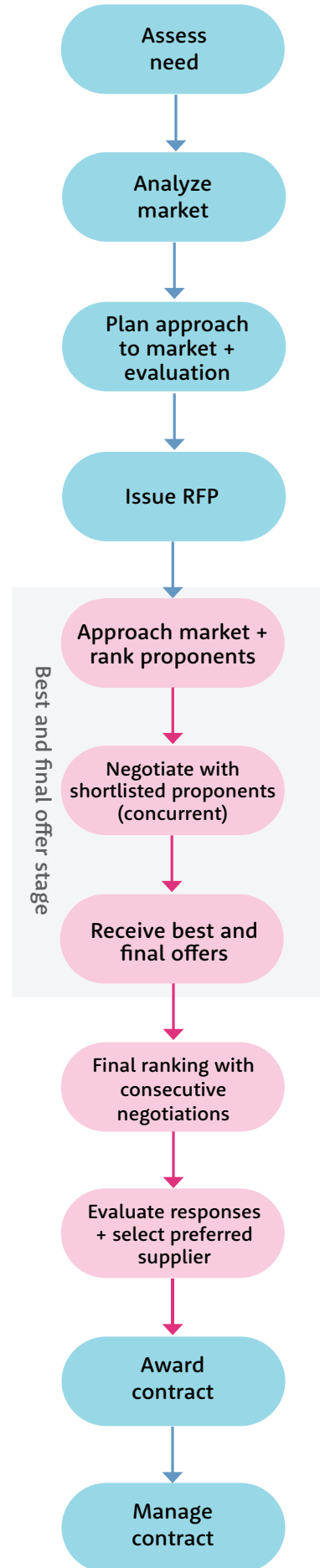
In contrast to the traditional RFP process, the procurement processes for the competitive dialogue, innovation partnership, and negotiated RFP approaches are carried out differently.

The major differences are highlighted in pink.

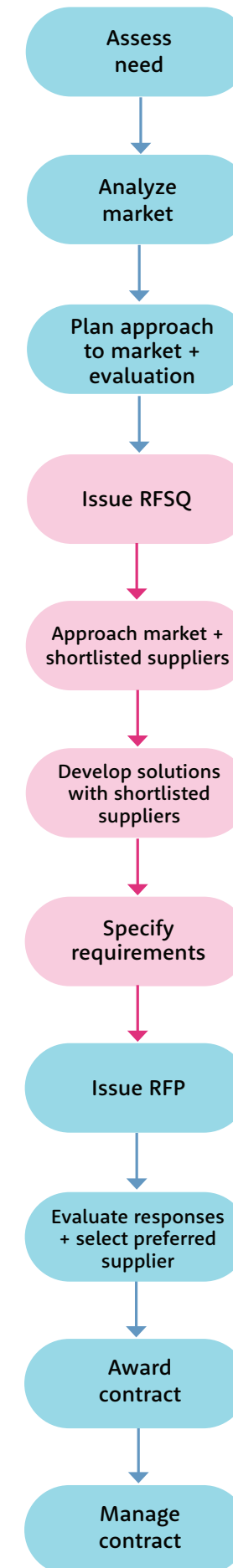
**B1. The Negotiated RFP Process Consecutive / "Rank and Run"**



**B2. The Negotiated RFP Process Concurrent / "Best-and-Final-Offer"**



**C. Competitive Dialogue Process**



**D. Innovation Partnership Process**

