

## e-Learning Lingo Podcast Defines “RFPs”

Waltham, Massachusetts –October 22, 2009

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**Announcer:** The e-Learning Lingo Podcast.

**Mary Kay Lofurno:** Hello, this is Mary Kay Lofurno, Marketing Director here at SyberWorks. Welcome to the 112th episode of the e-Learning Lingo Podcast series. Last week, Dave Powell talked about the keyhole strategy. This week Dave defines RFP.

So I ask you, do you know your e-learning lingo?

[theme music]

**Mary Kay:** Hi Dave, so tell us about RFPs.

**David Powell:** The acronym RFP stands for “Request for Proposal.” This is a document written by an organization about goods or services that it wants to acquire. It is sent to potential suppliers who respond with specific proposals focused on the specifications in the RFP.

**Mary Kay:** Interesting. What are some of the benefits of submitting an RFP?

**Dave:** Submitting an RFP helps a company to structure its procurement decision process and to evaluate the risks and benefits of each proposal before moving forward with the purchase. It also helps the organization to leverage its negotiating powers with competing suppliers.

**Mary Kay:** Thanks Dave. Have a great afternoon.

**Dave:** You too, Mary Kay. Talk to you soon.

**Mary Kay:** This is Mary Kay Lofurno, Marketing Director at SyberWorks. Thanks for listening to episode 112 of the e-Learning Lingo Podcast. This week Dave Powell talked about RFPs. The episode 112 podcast audio and transcript will be posted on the e-Learning Lingo Podcast blog.

Next time on the Learning Lingo Podcast, we will talk about a term used in computer network applications. Until that time, have a great week.

**Announcer:** SyberWorks Podcast. Learn any time, any place.

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