

# RSA<sup>®</sup>Conference2016

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## Secrets of Building the Ultimate Security RFP

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Connect to  
Protect

PANELISTS:

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# Caveats



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- We are not legal or procurement experts, so we won't address contract or negotiation particulars.
- We invoke “Vegas Rules” for this session.

**Describe your worst RFP experience. Why was it terrible, and what did you learn?**





**The era of cloud services with transparent, usage-based pricing makes budgeting easy, right?**



**Whose omission from an RFP process in the past have you regretted most?**





**How far do you go with vendor shortlisting  
before you issue an RFP?**





**So, what are your “brown M&Ms”?**







**We're solving business problems, which usually involves multiple products/services and providers. One RFP or multiple RFPs?**



**Under what conditions is a formal proof-of-concept best?**



# Shameless promotion of our next session



- Xtreme RFP: Help Design A Live Vendor Review Session For RSAC 2017!
- Interested? Join us!
  - Moscone West 2015
  - 3:30pm-4:20pm