

Request For Proposal

For Fuel Dispatch Software

I. Introduction

A. Purpose: We are seeking proposals from qualified vendors to provide a comprehensive fuel dispatch software solution for our fuel distribution company.

B. Submission Deadline: [Insert Date]

II. Background

Provide a brief about your company, its size, number of employees, number of locations, business lines, current systems in place, etc.

III. Key Requirements

Unified Platform: The software should support multiple business lines such as fuel, lubricants, transport, wet hosing, tank wagons, etc., all on a single platform.

Flexibility and Customization: The software should allow custom tailoring to fit our distinct operational needs. Information on bespoke modules or functionalities developed for past clients would be appreciated.

Cost Structure:

- Provide a clear breakdown of the Total Cost of Ownership (TCO), including any potential future costs.
- Explain your pricing model, including the cost of support, training, and any upgrades.

Cloud-Based vs. Legacy Software Comparison: Given the advantages of cloud-based solutions, your proposal should detail whether your software is cloud-based or legacy.

Implementation:

- Provide details about the software's implementation timeline.
- Describe the training that will be provided to our team.
- Detail how you ensure seamless adoption by users across various roles in our organization.

Customer Support:

- Elaborate on the responsiveness and quality of your customer support.
- Provide references or testimonials that can attest to your support quality.

Integrations:

- Share details about your integration capabilities. Do you support API-based integrations, CSV imports, direct database integrations, or on-premise custom programming?
- Describe your willingness and past experiences in implementing these integrations.

User Experience: Demonstrate the user interface of your software, ensuring it's modern and user-friendly.

Product Development Speed:

- Share release notes from the past year showcasing your product improvements.
- Describe the frequency of updates and feature releases.

Leadership and Company Culture: Provide insights into the accessibility of your leadership team and the core values driving your company.

Company Ownership Status:

Specify if you are an independent entity or have been acquired. If the latter, explain the implications for product development.

Team Composition: Share the composition of your team, especially the number of engineers versus other roles.

Future Roadmap: Describe your vision for the software over the next 10 years. How will you ensure its relevance and utility for our evolving needs?

IV. Proposal Instructions

Provide a concise and clear proposal adhering to the structure outlined above. Any supporting documents, past case studies, or references will be beneficial.

V. Evaluation Criteria

Proposals will be evaluated based on:

- Fit to our requirements
 - Cost-effectiveness
 - Implementation speed and strategy
 - Quality of customer support
 - Future vision and software longevity
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VI. Contact Information

For queries or submission:

Contact Person: [Name]

Email: [Email Address]

Phone: [Phone Number]