



# **The Request for Proposal Handbook: A Sourcebook of Guidelines , Best Practices, Examples, Laws, Regulations, and Checklists from Jurisdictions Throughout the United States and Canada**

*Michael Asner*

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Both public and private organizations spend millions of dollars each year developing requests for proposal (RFPs). Too often, these requests are poorly written, incomplete—and ineffective. The Request for Proposal Handbook is today's only comprehensive source of information on writing effective RFPs. Updated and greatly expanded to provide current laws, regulations, and examples of effective RFPs, it now also includes two disks to give readers easy access to more than 600 pages of actual reference documents.

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