



The Request for Proposal (RFP) Process

Presenter



Richard D. Ehlert, having recently retired after more than 20 years of State service, is currently employed at the Health & Human Services Commission serving as the Procurement Director for Construction and Facility Maintenance overseeing awards from appropriated funds in the amount of \$250M - \$2B biennially. Shortly after his retirement in 2022, Richard returned to HHSC as the Technical Advisor to the Procurement and Contracting Services Division. Prior to his retirement, Richard served as the Procurement Director for Complex Construction at HHSC, and oversaw construction and deferred maintenance awards for state hospitals and state supported living centers. Previous to his position at HHSC, Richard was the Procurement Director for the Texas Facilities Commission for 15 years, and prior to that for 3 years at the Texas Building and Procurement Commission serving as Internal Procurement Director and HUB Coordinator. Prior to beginning work at the State of Texas in 2001, Richard worked for Eaton Semiconductor for 14 years as a Senior Purchaser and Global Sourcing Specialist, and at Cypress Semiconductor as Site Procurement Director at the Round Rock Fab for 3.5 years. Richard has also taught required training and certification classes for the Comptroller of Public Accounts Statewide Procurement Division, including classes for



State of Texas Purchaser certification and continuing education, has created curriculum and taught classes for TxPPA, TAPP, University of Texas, and other State and City entities, including presentations at HUB Expo's that include classes for Purchasers and Vendors regarding formal solicitation processes, including the Request For Proposal (RFP) solicitation process and how vendors can be successful in earning publicly solicited contracts.

Summary:

“The Request for Proposal method of procurement is perhaps the most complex and exciting procurement method statutorily defined and allowed for the purchase of goods and/or services in the State of Texas. This class will define what the RFP/CSP method is, how it differs from Invitation for Bids, and covers the steps in the RFP process; scope development, solicitation development, advertising, addenda, qualification and evaluation of responses, oral presentation/interviews, negotiation, award, and debriefs”.