



# **Request for Information (RFI) – Sales Professionals and Sales Support for Industrial and Commercial Synthetic Lubricants Industry**

**RFI: 099230012-2024**

**Date: August 9, 2024**

**Fastcomcorp Procurement Department**

Confidentiality: All information provided will be treated with the utmost confidentiality and used solely for the purpose of evaluating your suitability as a vendor for this engagement.



## **Executive Summary**

Fastcomcorp is currently collaborating with a client in the U.S. Industrial and Commercial Synthetic Lubricants Industry, who is also planning to expand into international markets. As part of this initiative, our client is looking to strengthen their sales team by partnering with experienced sales professionals and support personnel with extensive knowledge and expertise in the lubricants industry. Additionally, they are considering options to either outsource or hire back-office support, particularly for sales operations. To help us identify the most suitable vendors, we are issuing this Request for Information (RFI) to gather details about your capabilities and offerings.

We kindly ask you to provide the following information:

### **1. Company Overview**

- A brief introduction to your company, including your history, mission, and core values.
- Your experience and expertise in the lubricant and oil industry.
- Relevant certifications, partnerships, and any industry-specific accreditations.

### **2. Sales Team and Sales Support Expertise**

- Detailed profiles of sales professionals and sales support staff with experience in the lubricant and oil industry.
- An overview of the sales strategies, tools, and methodologies employed by your team.
- Case studies or examples of successful engagements in the synthetic lubricants sector.
- Information on the training and development programs provided to your sales staff to ensure they stay current with industry trends.

### **3. Service Offerings**

- A comprehensive list of the services you offer that align with our client's needs.
- Any value-added services, such as market research, customer relationship management, or after-sales support, that can further benefit our client.

### **4. Pricing Structure**

- A general overview of your pricing model, including any available packages or tiered options.
- Information on any additional costs or fees associated with your services.

### **5. References and Testimonials**



- Contact information for at least two references from companies within the lubricant and oil industry.
- Testimonials or feedback from previous clients that highlight your success in similar engagements.

## **6. Implementation and Onboarding**

- A description of your implementation process, including estimated timelines and key milestones.
- Details on how you handle the onboarding of new sales professionals or support staff.

## **7. Contact Information**

- Key contact person(s) for further inquiries or clarifications regarding your RFI submission.

### **Submission Deadline**

Please submit your response by September 13, 2024. We plan to review all submissions promptly and will follow up with potential vendors for further discussions or meetings. No submissions will be reviewed if turned in after 17:00 PM CST. Send your submission to the following email.

procurement@fastcomcorp.com