

Case study: Supplier evaluation and selection for a leading airline catering and in-flight services company



Situation

- A global airline catering and in-flight services company was looking to streamline its recruitment process for non-exempt workforce in the US through RPO
- The client wanted a better understanding of the supplier landscape and was looking for a fact-based assessment to select suppliers for the RFP invite
- The client was also looking for help to support RFP creation, evaluation, and negotiation

Services provided

- Everest used its existing IP and knowledge to identify potential relevant suppliers
- Everest utilized a robust supplier selection framework tailored to the client situation and requirements to evaluate each supplier capabilities
- Everest provided its RPO tool kits to help the client create RFP. Everest also facilitated the RFP evaluation workshop and provided necessary negotiation support

Results

- Based on a combination of quantitative and qualitative parameters, Everest identified four suppliers to receive the RFP
- Everest further supported the client in evaluating the RFP responses and negotiating the contract. This led to a successful RPO deal signing