

# 2018 U.S. Request for Proposal (RFP)



## RESEARCH OVERVIEW

Industry professionals can participate in Cerulli research through either topical research interviews or confidential surveys. In return, participants receive research findings or benchmarking reports. All information is aggregated to protect the anonymity of specific firms and respondents. Data collected is used across all Cerulli products.

### TARGET AUDIENCE

RFP Manager/Head of Consultant Databases

### LAUNCH

1Q 2018

## SURVEY OVERVIEW

This survey is designed to understand how RFP teams are organized and how they collaborate as a team to efficiently complete RFPs. This survey also captures data surrounding RFP volume, challenges to completing RFPs, trends in asset class mandate requests, and best practices.

### This Initiative Explores these Key Industry Trends

- How are managers structuring their RFP teams from both an organizational and staffing perspective?
- How much volume do firms see across client segments, how has this changed historically, and how is it expected to change in the future?
- What are some of the new trends in consultant databases, and how are firms managing that aspect of the RFP process?
- What role does technology play in the RFP/database process?

## HOW TO PARTICIPATE

### 1. Register

Contact us or click the "Register Now" button below

[REGISTER NOW](#)

### 2. Complete

#### *Interview participants*

Research interviews will take 30–45 minutes to complete

#### *Survey participants*

Survey length varies, but typically takes 15–20 minutes to complete

### 3. Receive

#### *Interview participants*

**Key Findings:** Overview of the findings from our upcoming 2018 North American Institutional Markets report

#### *Survey participants*

**Complimentary Research:** A copy of a relevant issue of The Cerulli Edge

**Benchmarking Report:** Custom report of this survey highlighting your firm's responses in comparison to the survey aggregate

## CONTACT US

For more information about this research initiative, contact: [surveys@cerulli.com](mailto:surveys@cerulli.com)

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### LEARN MORE

For more information about Cerulli research initiatives, please contact:

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