

Section 9: Project Specific Questions (Scored)

PROJECT SPECIFIC QUESTION – Experience		
1.	<p>Please give 2 examples of where you have managed similar accounts:</p> <ul style="list-style-type: none"> • Describe the challenges you have faced and how you have managed those challenges successfully • How long did you manage the accounts? • Describe your account management process and timescales from contact to fulfilment • What improvements to the services were made over the life of the contract and were there any savings made? <p>Please confirm that you are happy for us to approach the clients for reference as part of this process.</p> <p>(Maximum word count 1000)</p>	<p>Weighting 30%</p>
<p><i>Enter response here:</i></p>		

PROJECT SPECIFIC QUESTION – Distribution		
2.	<p>Please provide a summary and include any relevant examples on how you would provide legal services to our in-market teams (USA, Canada, France, Germany, China, India)</p> <p><i>(Maximum word count 1000)</i></p>	Weighting 20%
	<p>Enter response here:</p>	

PROJECT SPECIFIC QUESTION – Technical capability		
3.	<p>Please provide 2 examples where you have provided support with negotiation and finalisation of a complex commercial deal and supporting complex employment matters (e.g tax, settlements, dispute resolution etc.)</p> <p><i>(Maximum word count 1000)</i></p>	Weighting 30%
	<p>Enter response here:</p>	

PROJECT SPECIFIC QUESTION – Technical capability		
4.	Please explain how you would ensure consistent quality and a high level of service. <i>(Maximum word count 800)</i>	Weighting 15%
	<i>Enter response here:</i>	

PROJECT SPECIFIC QUESTION – Sustainability		
5.	<p>Please give examples of sustainable practices and delivery approaches your organisation adopts and include any relevant metrics or outcomes.</p> <p><i>(Maximum word count 800)</i></p>	Weighting 5%
<p><i>Enter response here:</i></p>		