Ascend

Pipeline To Contracts

Stage 1 — Kickoff

- Define procurement categories
- Define criteria for businesses
- Define bidding process
- Identify ways to create value during waiting periods
- Align on success measures
- Establish timeline
- Schedule check-ins

Stage 2 — Recruit

- Identify recruitment pool (cities, markets, etc.)
- Make the criteria clear
- Validate submissions through BECON tool

Stage 3 — Review

- Review the credentials of the businesses who submitted
- VALUE ADD FROM ASCEND: vetted, qualified suppliers

Stage 4 — Prep

- Host a Q&A session with the business owners
- Provide coaching where needed

Stage 5 — Host

- Have Category Managers present for Q&A with business owners
- Provide general guidance around working with your company
- Set expectations on the timeline for the process upfront

Stage 6 — Recap

- Review success metrics
- Run feedback loop (utilize BECON tool)
- Coordinate with category managers on progress with business owners
- Confirm schedule for check-in meetings

Stage 7 — Award

- Keep Ascend updated on contract awards
- Provide feedback to feed into our management education programs
- Provide status updates through monthly check-ins
- Collaborate with marketing to share success stories