

# Negotiation Team

## Final Objectives Checklist

- Fair and reasonable price (Both companies stay in business making it win/win.)
- Timely performance (Negotiation, Contract acceptance and Execution)
- Meeting the needs of the company (Both immediate and strategic)
- Milestones and work control over contract performance (Activities are milestones in the project plan)
- Optimize vendors contribution (Use them as Subject Matter Experts from start to finish.)
- Strong relationship with suppliers (Both those that get the job and those not chosen.)
- Teamwork within the Company (Win-Win across all the functions to build ownership.)