

CLIENT SPOTLIGHT | BUSINESS ROUNDTABLE

Director of Administration at Business Roundtable (BRT) in Washington, D.C., Aimee Brennan talks with us about the RFP process – the challenges, her group's Investment Committee, what it was like using InHub's online eRFP process & more.

Q: Why did your committee conduct a formal RFP (Request for Proposal)?

A: Business Roundtable was unsatisfied with their current investment advisor and decided to solicit other vendors for Business Roundtable's 401(K) Plan. Additionally, the Committee decided to add a fiduciary role to the investment advisors responsibilities.

Q: Did you or the committee have any preconceived notions about a RFP before you started?

A: Many on the Committee are seasoned executives so they have gone through the process before. When I approached them on the idea of an online RFP platform, they could all see the merits of streamlining the RFP process.

Q: How did you first hear about InHub?

A: BRT heard about InHub through our Administrative Provider to the 401(k) Plan, Principal Financial Group.

Q: Why did the committee want to use InHub?

A: With a 4Q 2015 RFP timeframe, schedules were already tight with preparing for a Board Meeting, executive travel and holidays. An online RFP process would facilitate traveling executive's review of the RFP proposals and allow them to communicate amongst each other. An additional feature was the fiduciary documentation of the process.

Q: What are the top 2 emotions you feel during (or after) your eRFP with InHub?

A: Stress Reliever! – I didn't have to worry about the proposals coming through the mail or endless photocopying. All of the proposals were submitted online and allowed for greater ease and access to evaluate the proposals. Instead of flipping through hard copies of 5 proposals, you could sort the answers and view all of the responses to that one question which undoubtedly saved time in evaluating the proposals. Appreciative – The entire process was turnkey in that you are able to leverage InHub's vast knowledge of the RFP process. The sample questions provided a great deal of structure to the process framing the larger issues and then delving into the detail. The suggested timelines were all appropriate and manageable so I could prepare my Committee to meet those key dates. The fiduciary documentation was enormously helpful and invaluable.

Q: How much more time would it have taken you to hire, if you didn't use InHub (if any)?

A: We were on a tight time line and without the availability of InHub, I don't think we would have been able to meet all the key dates. InHub allowed all of the background details of the RFP process to happen simultaneously while we were preparing for a Board Meeting (that included The President of the United States), Executives who were traveling extensively and competing holiday schedules. I could easily check on the status of the RFP process during this hectic time and know that we were on track. The ability to have all the questions and answers in one convenient online location alleviated having hard paper copies mailed to our Selection Committee and for them to travel with them.

Q: How would you summarize what InHub is or does?

A: InHub is your partner throughout the entire RFP process, from sample questions, keeping you on track, efficiently organizing proposals for evaluation, communicating with the Committee to fiduciary documentation.

Q: What three words would you use to describe InHub?

A: Partner, Efficient, Thorough

Q: What was your opinion the services you received from InHub?

A: A true partner! InHub has thoroughly thought through the RFP process and whether you are small group or a large group looking to make a change, InHub services guide you through the process. All of the sections are customizable so you can tailor to your group's needs.

Q: Would you recommend InHub to other investment committees who need to conduct a consultant RFP?

A: Yes, without a doubt. Harnessing today's technology with the vast knowledge set provided by InHub to guide you through the process -- would definitely recommend InHub.

Q: What is the biggest surprise you had when using InHub and the eRFP technology?

A: Surprising that in this day and age, many in the industry are still using a very traditional (paper) RFP process.



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