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together most rfps today reflect a lot of research and preconceived ideas by asking about the process your customer used to create the rfp you get a real edge to help you win this guide will break down what an rfp is and what it s used for and some dos and don ts on how to improve your rfp acceptance rate when crafting rfps and rfis the inclusion of specific cybersecurity questions is imperative to assess the security maturity of potential vendors these questions should cover a range of topics from operational security measures to compliance with international standards proposal response questions lists of recommended questions for inclusion in the rfp for bidders to respond to in their proposal these sample questions are designed to help states request key information from potential bidders to both distinguish between contractors and ensure that the contractor can meet the requirements states should key takeaways an rfp is a document a client sends to vendors before the start of a 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