

and knowledge workers can use to specify their KM needs. For vendors, the RFP serves as the basis for their responses. The RFP also provides the knowledge organization with a standard with which proposals can be evaluated objectively. Finally, the RFP and the top vendor's proposal are folded into the negotiated contract to make the vendor's responses legally binding. In searching for a technologic solution to KM challenges, the RFP is central to setting expectations both within the organization and with the selected vendors and developers that will implement the solution.

Do not believe what you have heard.

Do not believe in tradition because it is handed down many generations.

Do not believe in anything that has been spoken of many times.

Do not believe because the written statements come from some old sage.

Do not believe in conjecture.

Do not believe in authority or teachers or elders.

But after careful observation and analysis, when it agrees with reason and it will benefit one and all, then accept it and live by it.

—Buddha