

Five red flags you're writing an RFP too early

The manufacturing industry is becoming increasingly competitive. The arrival of IIoT, Industry 5.0 and AI leaves organizations little time to plan and strategize their MES projects. Too many manufacturers jump straight into vendor conversations, thinking the RFP is the starting line. In reality, it should be the finish line of careful preparation. If you skip the groundwork, you risk amplified inefficiencies, vendor fatigue, and projects that fail to deliver.

How about you? Are you ready for the RFP? Let's see.

Red flags checklist

Out of the following red flags, check those that apply to your situation.

- 1 **Business goals for MES are undefined or vague.**
- 2 **Stakeholders disagree on core pain points.**
- 3 **Process maturity hasn't been assessed.**
- 4 **IT/OT leaders aren't aligned on architecture.**
- 5 **Success metrics (e.g., ROI, OEE, etc.) are not yet defined.**

Your readiness

If you checked 2 or more of these, hit pause. You might not be ready for the RFP. Consider talking to MES consultants, like Neonex, to ensure your approach is right.

Not sure if the timing is right?

These resources will help you make a confident decision:

- [Five common pitfalls in MES planning: How to avoid them](#)
- [Best practices for the pre-RFI phase: Concrete steps to build strong requirements](#)

See the rest of the series here

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