

[Date]

[Vendor Name]

[Vendor Company Name]

[Vendor Address]

Dear [Vendor Contact Name],

Thank you very much for submitting your recent proposal and for the time and effort invested by your team in presenting your solutions to us. We truly appreciate your interest in collaborating with [Your Company Name] and value the innovative offerings you have shared.

After careful consideration, we have decided not to proceed with your current proposal. At this time, the outlined approach does not fully align with our immediate business objectives and operational constraints. This decision was not made lightly, as we recognize the value and potential of your proposed solutions.

That said, we are genuinely interested in establishing a partnership with [Vendor Company Name] and would like to explore alternative avenues for collaboration. Specifically, we are eager to discuss:

- Potential involvement in future projects or initiatives that better align with both our organizations' goals
- Flexible partnership models, such as pilot programs, joint marketing, or co-development opportunities
- Your participation in our upcoming RFPs and procurement cycles

If this is of interest to you, we would be happy to arrange a meeting to further discuss these possibilities and uncover areas for mutual benefit. Please let us know your availability for a conversation in the coming weeks.

Again, thank you for your proposal and understanding. We look forward to the possibility of working together in a way that serves both our organizations effectively.

Sincerely,

[Your Name]

[Your Position]

[Your Company Name]

[Your Contact Information]