

Compare quote

The **Quote Comparison** module enables Project Managers (PMs) to efficiently evaluate and rank sub-contractor quotes for each work item within a project. This supports informed decision-making and ensures the selection of the best value bids.

(On click of Project name from project page PM can see the quote comparison only in ‘group by work item’)

RFQ Response							
RFQ							
Conversation							
<input checked="" type="radio"/> Group by Work Item <input type="radio"/> Group by Subcontractor							
Work Item	Requests Sent	Viewed	Interested	Not Interested	May be Later	Not Responded	
Construction	25	20	5	5	5	5	^
Search <input type="text"/>							
Name	Date	RFQ ID	Viewed	Interested	May be Later	Quote Amount	Actions
Bacany ★★★★☆ 4.5	02/04/2025	134354	✓	✓	✓	\$ 1.200.000	
Constructie & Co ★★★★★ 5	02/04/2025	2345645	✓	✓	✓	\$ 1.500.000,50	
Sam Contructions ★★★★☆ 3.5	02/04/2025	235344	✓	✓		-	
Sowedane ★★★★☆ 3.5	02/04/2025	234564				-	
Talent Bouw ★★★★☆ 3.5	02/04/2025	342524	✓			-	
10 Showing 1 to 5 of 5 entries Previous 1 Next							

Key Features:

Work Item View for Quote Comparison

- PMs can open the **work item view** within a project to see all quotes submitted for that specific task.
- On click of RFQ ID PM can see the entire RFQ details with the documents submitted.
- Quotes are displayed one-by-one with relevant details such as:
 - quoted amount
 - rating
 - Submission date
 - Supporting documents
 - Sub-contractor details and ratings
 - Communication

Ranking and Rating

- The **Ranking and Rating** functionality in the Quote Comparison module will now **automatically sync subcontractor performance scores from the enterprise Data Warehouse**.

Decision Support

- Enables transparent and consistent evaluation of all bids.
- Allows PMs to document reasoning behind rankings and final decisions.
- Facilitates audit trails for contract compliance.

Example RFQ Evaluation Table (per subcontractor row)

Subcontractor	Quote Amount (€)	Quote Band	Rating (Stars)	Rating (Numeric)	Status	System Suggested Rank	PM Final Rank	Justification Note (if overridden)
Alpha Floors BV	95,000	Low	★★★★ ★★★★ ★★	8/10	Submitted	Top Priority	Top Priority	—
Beta Build NV	103,500	Low	★★★★ ★★★★	6/10	Submitted	Ranked Mid/Low	Ranked High	“Known vendor, strong delivery record despite lower rating.”
Concreter	110,000	Average	★★★★ ★★★★ ★	7/10	Submitted	Ranked High	Ranked High	—
Delta Works	121,500	Average	★★★★ ★★★★ ★★★★ ★	10/10	Submitted	Ranked High	Top Priority	“Best performance history; acceptable premium for zero risk.”
Echo Contractors	129,000	High	★★★★ ★	4/10	Submitted	Lowest Rank	Lowest Rank	—
Falcon Partners	—	—	Not Rated	—	No Response	Excluded	Excluded	—

Gamma Interiors	99,000	Low	Not Rated	—	Submitted	Excluded	Ranked Mid/Low	“Rating pending; shortlisting allowed based on cost, will rate later.”
Horizon Civils	118,000	Average	★★★★ ★★	5/10	Submitted	Lowest Rank	Lowest Rank	—

Quote Band Classification Logic (System-Driven)

Baseline rule

- Let **L = lowest submitted quote** in the RFQ.
- Every other quote is classified relative to **L**.

Condition	Quote Band	Rule
Quote $\leq 1.10 \times L$	Low Quote	Highly competitive
Quote $> 1.10 \times L$ AND $\leq 1.30 \times L$	Average Quote	Market-aligned
Quote $> 1.30 \times L$	High Quote	Cost-heavy
No quote submitted	No Quote	Excluded

Example

- Lowest quote (L) = **€95,000**
- $1.10 \times L$ = **€104,500**
- $1.30 \times L$ = **€123,500**

Rating Classification Logic

Ratings are **PM-assigned** but the classification is system-interpreted.

Rating Value	Rating Class	Meaning
8 – 10	High Rating	Strong performance & low risk
5 – 7	Medium Rating	Acceptable / manageable risk
1 – 4	Low Rating	High risk
Not rated	Unrated	Cannot auto-rank

Suggested Ranking Logic Matrix (CORE LOGIC)

This is the **non-negotiable system suggestion logic**.

Quote Band	Rating Class	Suggested Rank	Business Meaning
Low	High	Top Priority	Best value: low cost + strong vendor
Average	High	Ranked High	Quality prioritized
Low	Medium	Ranked Mid/Low	Cheap but moderate risk
Average	Medium	Ranked Mid/Low	Balanced but not exceptional
High	High	Ranked Mid/Low	Good vendor, expensive
High	Medium	Lowest Rank	Cost not justified
Any	Low	Lowest Rank	High risk regardless of cost
No Quote	Any	Excluded	Not considered

Important constraint

- System **never** suggests *Top Priority* unless **both**:
 - Quote Band = Low
 - Rating Class = High

End-to-End Example (Applied Logic)

Assume **Lowest Quote = €95,000**

Subcontractor	Quote (€)	Quote Band	Rating	Rating Class	System Suggested Rank
Alpha Floors	95,000	Low	8	High	Top Priority
Beta Build	103,500	Low	6	Medium	Ranked Mid/Low
ConcretePro	110,000	Average	7	Medium	Ranked Mid/Low
Delta Works	121,500	Average	10	High	Ranked High
Echo Contractors	129,000	High	4	Low	Lowest Rank
Falcon Partners	—	No Quote	—	—	Excluded

Override Rule (Hard Guardrail)

Scenario	Rule	Enforcement
PM overrides suggested rank	Justification mandatory	Save blocked

Justification length	Max 300 chars	Enforced
System suggestion	Never auto-changed	Always preserved
Audit	Old → New values stored	Mandatory

Why this logic is defensible (and not subjective)

- **Cost bias is controlled** (cheap ≠ best).
- **Quality bias is controlled** (great vendor ≠ auto winner if overpriced).
- **PM freedom exists**, but **every deviation is explainable and auditable**.