



View Assessment

Bid Qualification and Scoring Form

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STATUS

APPROVED

ID: 300003777226694

ORACLE OPPORTUNITY CONTEXT

ACCOUNT	REVENUE (USD)
Agarwal Packers and Movers	\$30,00,000
SALES STAGE	WIN PROBABILITY
Opportunity Identified	0%
SALES OWNER	
-	

OPPORTUNITY ID

300003777226694

ASSESSMENT SCOPE

APML SOC discussion

COMPLETION DEADLINE

dd / mm / yyyy

Assessment Questionnaire

Rate the opportunity across the 8 key criteria below.

**Strategic Fit/Why
Inspira?****5.0** 0 1 2 3 4 5**SUPPORTING INDICATORS (WHY
5.0?)**

- Key Strategic Growth Area
- Strong Portfolio Addition
- Aligned with Core Biz
- Target Client Account
- Repeater Solution

Win Probability**5.0** 0 1 2 3 4 5**SUPPORTING INDICATORS (WHY
5.0?)**

- Incumbent / Preferred
- Wired for Us
- Niche Capability Required
- Captured Early
- Client Requested Bid

**Competitive
Position/Incumbent****5.0** 0 1 2 3 4 5**SUPPORTING INDICATORS (WHY
5.0?)**

- Clear Market Leader
- Unique Value Prop
- Sole Source Potential
- High Barriers to Entry
- Exclusive Partnership

Financial Value**4.5** 0 1 2 3 4 5**SUPPORTING INDICATORS (WHY
4.5?)**

- High Margins
- Recurring Revenue
- Budget Approved/Funded
- Upfront Payment
- Low CAPEX

Resource Availability**5.0**

0 1 2 3 4 5

SUPPORTING INDICATORS (WHY 5.0?)

- Team Bench Available
- Key Experts Ready
- Reusable Assets
- Local Team Ready
- No Training Needed

Past Performance/ References**4.5**

0 1 2 3 4 5

SUPPORTING INDICATORS (WHY 4.5?)

- Exact Match Project
- Stellar References
- Award Winning Work
- Repeat Customer
- Case Study Available

Customer Relationship**5.0**

0 1 2 3 4 5

SUPPORTING INDICATORS (WHY 5.0?)

- Trusted Advisor
- Long-term Partner
- Executive Sponsorship
- Coach/Champion in Account
- Strategic Partner Status

Legal/Insurance/ Bond Requirement**3.0**

0 1 2 3 4 5

SUPPORTING INDICATORS (WHY 3.0?)

- Standard Terms
- Negotiable Clauses
- Acceptable Risk
- Standard SLA
- Insurance Covered

Weighted Score

Verdict

PURSUE AGGRESSIVELY**4.67****JUSTIFICATION /
RATIONALE (MANDATORY) ***

[REJECTED]: need
more details -
added neccessary
details - please

EVIDENCE / ATTACHMENTS

54c5dae9-7de3-457d-9e68-d6bed472d87a.png
Evidence Attached

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