



View Assessment

Bid Qualification and Scoring Form

[Create New Version](#)

STATUS
APPROVED

ID: 300003777226694

ORACLE OPPORTUNITY CONTEXT

ACCOUNT

Agarwal Packers and Movers

REVENUE (USD)

\$30,00,000

SALES STAGE

Opportunity Identified

WIN PROBABILITY

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



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



SUPPORTING INDICATORS (WHY
5.0?)

Incumbent / Preferred

Wired for Us

Niche Capability Required

Captured Early

Client Requested Bid

Competitive
Position/Incumbent

5.0



SUPPORTING INDICATORS (WHY
5.0?)

Clear Market Leader

Unique Value Prop

Sole Source Potential

High Barriers to Entry

Exclusive Partnership

Financial Value

4.5



SUPPORTING INDICATORS (WHY
4.5?)

High Margins

Recurring Revenue

Budget Approved/Funded

Upfront Payment

Low CAPEX

**Resource
Availability****5.0****SUPPORTING INDICATORS (WHY
5.0?)**

Team Bench Available

Key Experts Ready

Reusable Assets

Local Team Ready

No Training Needed

**Past Performance/
References****4.5****SUPPORTING INDICATORS (WHY
4.5?)**

Exact Match Project

Stellar References

Award Winning Work

Repeat Customer

Case Study Available

**Customer
Relationship****5.0****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****SUPPORTING INDICATORS (WHY
3.0?)**

Standard Terms

Negotiable Clauses

Acceptable Risk

Standard SLA

Insurance Covered

Weighted Score

4.67

Verdict

PURSUE AGGRESSIVELY

**JUSTIFICATION /
RATIONALE (MANDATORY) ***

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

EVIDENCE / ATTACHMENTS

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

Back to Dashboard