

PROJECT CHARTER:

PROJECT NAME

PROJECT MANAGER

Smart Tender Tracking

ESTIMATED COSTS

EXPECTED
SAVINGS/REVENUE

EXPECTED START DATE

EXPECTED COMPLETION

PROJECT OVERVIEW

Goals	Automated Tender Tracking and Optimization with LLM for more Targeted Tender Opportunities
Scope	<p>This project focuses on tracking tenders through an automated tool by scraping the internet, leveraging keyword-based searches, and identifying opportunities where we can submit offers tailored to our areas of expertise. For example, when we look for tenders in the field of economic analysis and research on platforms such as Simap, we search for buzzwords like “BFS”, “Bundesamt für Statistik”, or within the vocabulary section “72000000 Consulting, market and economic research; surveys and statistics”. As we continue to develop and diversify our products, these buzzwords will inevitably evolve—just as our clients are becoming more digital and changing their vocabulary. To stay relevant, the tool must remain up to date, and the LLM needs to learn how our environment evolves alongside us. In this way, the tool helps us discover new tenders we might not even be aware of today, creating a mutual learning process: the tool learns with us, and we learn from it.</p> <p>This learning process should also include a feedback loop, where users indicate at the end whether a tender—and thus the submitted offer—was won or not. This way, the system can better identify which buzzwords are truly relevant for us and refine future searches accordingly. For this to work effectively, the input process of classifying tenders as ‘won’ or ‘not won’ must be intuitive and user-friendly. Here we need to clarify whether user-friendliness is considered out of scope, or if additional UX design expertise will be required.</p> <p>For the initial model selection/training BAK provides a set of tenders (documents) that resulted in an offer, those who did not and based on those an offer was written, whether it was successful or not.</p>
Deliverables	A tool with an integrated LLM to support our internal processes
Success criteria	Over time, you can compare the number of tenders received to the number of offers won. If your win rate steadily increases and you eventually win all relevant tenders, it shows that you have a truly smart tender tracking tool.
Stakeholders	Sales-Team, (CU)
Resources	Constructor Academy – Preparation requirements to be defined

Tech stack

Python, (Django), freedom to choose whichever LLM model / API /solution

PROJECT SCOPE

OUT OF SCOPE

A polished UX-Design (BAKs responsibility)

MEANS OF COMMUNICATION

TEAM

Project contact (BAK)	Diana, (Louisa)
Tech team	Constructor academy: Data Scientists - developing the tool
UX Designer	BAK employee