

Process for logging opportunities in your quotations to CONTRACTORS:

If you have Multiple Quotes for 1 Project Tender

Please note the correct process for logging your opportunities when supplying multiple quotes for 1 single project tender:

1. Tender for 1 single project should be logged as 1 opportunity, no matter how many contractors you quote to
2. Log this opportunity under the end-user/owner account, NOT a contractor account
 - this ensures we have a correct view of our end-user customers.
 - Contractors and consultants are NOT end-users.
3. Within the Opportunity – add the contractors you have been quoting to as Partners.
 - If there are M&E consultants involved in this project, add them as well.

Recent examples include the CleanTech One building project tender, and the MOM relocation tender where we have quoted to more than 20 contractors.

E.g. for MOM relocation – we quoted to 22 contractors, but this has been logged as 1 Opportunity under MOM account. The 22 contractors has been added as a Contractor partner into the opportunity. See screenshot below for reference

Contact Roles			
		New	Contact Roles Help ?
No records to display			

Partners			
		New	Partners Help ?
Action	Partner	Role	Primary
Del	United Projects Consultants Pte Ltd	Consultant	<input checked="" type="checkbox"/>
Del	KIMTA ELECTRIC PTE LTD	Contractor	<input type="checkbox"/>
Del	A-Power Engineering Pte Ltd	Contractor	<input type="checkbox"/>
Del	GREAT RESOURCES M&E CONTRACTOR PTE LTD	Contractor	<input type="checkbox"/>
Del	CSME Power Systems Pte Ltd	Contractor	<input type="checkbox"/>
Del	SING MOH ELECTRICAL ENGINEERING PTE LTD	Contractor	<input type="checkbox"/>
Del	LIAN HUAH ENGINEERING PTE LTD	Contractor	<input type="checkbox"/>
Del	BEE KONG ELECTRICAL ENGINEERING PTE LTD	Contractor	<input type="checkbox"/>
Del	PERITA ELECTRICAL ENGINEERING PTE LTD	Contractor	<input type="checkbox"/>
Del	BNF ENGINEERING (S) PTE LTD	Contractor	<input type="checkbox"/>
Show 10 more » Go to list (22) »			

Please note that all opportunities MUST be logged – by end user/owner, and NOT the contractor.