

Bid Management System

Powered by



✓ Who are We ?

- ✓ Led by a Management with more than a decade of experience in providing Tenders & its related services. **Tender247** team has industry's most valued experts who understand the pain points of tendering and bidding.
- ✓ Tender**247** is India's Largest Business Portal & that's the reason 1 Million+ Users are associated with us to get Government & Private Business Opportunities to Grow their Business.
- ✓ Tender**247** comprises of a young, dynamic & experienced team who is passionate about just one thing "Helping organizations in exploring business opportunities by providing Right Tenders Information & Related Services at Right Time".
- ✓ We are in the business of uncovering opportunities powered with years of research through advanced technology and systems.

✓ What is BMS?

- ✓ Bid Management System (BMS) is automated system which makes your entire Bid submission process accurate and faster. BMS is useful tool for the company which has multiple hierarchy or product wise Bid Manager. It is difficult for any organization to maintain tedious task manually.
- ✓ When the volume of tenders continues to grow, it becomes difficult and tedious task for any organization to track past, present and future tenders and manage paper trail manually. While BMS simplifies bid submission process, it also increases visibility of the entire process, resulting in improved productivity and bidding outcome.
- ✓ BMS gives you this competitive advantage by equipping you with research and analysis tools to keep track of **competitors'** quote, preferred category, bidding pattern, and every important move.
- ✓ Evaluating strengths and weaknesses of your competitors' strategies, your team can focus on areas of improvement and optimize tender response and increase win percentage.

✓ Why BMS Required?

- ✓ With a slew of tenders being announced every day from various Government departments, PSU and MNCs, It is difficult to keep track of all the interested tenders in the inbox.
- ✓ It is a tedious & time consuming task to sort & organizes interested tenders & forward relevant tenders to responsible person for further action.
- ✓ It is difficult to manually maintain record of past, present & future tenders.
- ✓ Without an enterprise-wide system, it is laborious to retrieve insights like how many tenders you won or lost, who was L1, what was the marginal difference in percentage between your & competitor's bid, etc.
- ✓ Following up with multiple people to take action to participate in selected Bid becomes exhaustive
- ✓ Arranging required documents from different departments (E.g. balance sheet, EMD, etc. from Finance Dept. ISO, Experience & other certificates from admin department & so on) results in redundancy of efforts.

✓ Who can Use BMS ?

Various Business Users can get benefit by using a BMS

- ✓ Government Contractors /Vendors
- ✓ Small and Medium-sized Enterprises (SMEs)
- ✓ Large Enterprises/ Corporates
- ✓ Start-ups
- ✓ Manufacturers
- ✓ Dealers/Distributors/Traders
- ✓ Service Providers
- ✓ B2B, B2G & B2C Companies

✓ ***We're Tender247***

✓ BMS Functions

- ✓ Dashboard
- ✓ Tenders
- ✓ Tender Results
- ✓ In-Process Tenders
- ✓ Submitted Tenders
- ✓ Add Tenders
- ✓ Document Briefcase – Upload Docs | Organize Docs | Doc Security
- ✓ Finance Management
- ✓ Approvals
- ✓ User Management
- ✓ Roles & Rights

✓ BMS Functions

✓ Dashboard:

A sales dashboard is a visual representation of sales-related data that provides a quick and concise overview of key sales metrics and performance indicators. It allows sales teams, managers, and executives to track sales progress, analyze trends, and make data-driven decisions to improve sales effectiveness.

✓ Tenders:

Integrating tender notification functionality into a Bid Management System (BMS) system can be a valuable addition for businesses that actively participate in the tendering process. By setting up tender notifications within your BMS, you can stay informed about relevant tender opportunities that align with your business interests. Here's an overview of how you can implement tender notifications in a CRM system

✓ BMS Functions

✓ Tender Results:

Tender Result service gives you the great market insight by knowing your competition well and simplifies the tender result tracking process. This will help in preparing Companies for the upcoming tenders. Not only this, but Company can also explore subcontracting opportunities. tender result notifications serve as a critical source of information and intelligence for organizations involved in bidding, procurement, business development, sales, and project management. They enable better decision-making, strategic planning, and resource allocation, ultimately contributing to business growth and success.

✓ In-Process Tenders:

In-process tenders refer to the active tender processes where organizations are engaged in pre-bid activities such as preparing their response, issuing Earnest Money Deposit (EMD), and other necessary preparations. The term indicates the number of ongoing tenders that the organization is actively involved in.

✓ BMS Functions

✓ Submitted Tenders:

In submitted tenders, organizations can track the number of tenders they have uploaded to the department. This information also includes the status of each tender, indicating whether it has been awarded, lost, or rejected. Furthermore, organizations can access details such as the identities of other bidders in the tender, their rates, ranking, and other relevant information.

✓ Add Tenders:

If Tender247 is unable to provide information on tenders that are not publicly published in the public domain, companies have the option to manually add such tenders. This allows them to include tender details that may not be available through Tender247, which primarily focuses on publicly published tenders. By adding tenders manually, companies can ensure comprehensive coverage of both publicly available tenders & those that may be exclusive or restricted in nature.

✓ BMS Functions

✓ Document Briefcase:

- In the context of a bid management system, a document briefcase refers to a feature or functionality that allows users to organize and manage documents related to bids or proposals. It is a digital counterpart to the physical document briefcase described earlier.
- Within a BMS, the document briefcase feature typically enables users to:
 - ❑ **Upload Documents:** Users can upload various types of documents relevant to the bidding process, such as proposal templates, supporting documents, financial statements, technical specifications, and any other required files.
 - ❑ **Organize Documents:** The system provides tools to organize the uploaded documents into folders or categories based on specific criteria, such as project name, bid stage, document type, or any custom classification. This allows for easy navigation and retrieval of the documents during the bid management process.
 - ❑ **Document Security:** The system may incorporate security measures to protect sensitive bid-related documents. This can include access controls, permissions management, encryption, and other security protocols to safeguard the confidentiality and integrity of the documents.

✓ BMS Functions

✓ Finance Management:

- Finance management is a critical component of the tendering business. Within a bid management system, users can submit requests to the finance team for various requirements such as Earnest Money Deposit (EMD), Performance Bank Guarantee (PBG), document fees, and more. All financial records related to tenders are maintained within the system, allowing companies to generate reports as per their specific needs.
- BMS also serves as a tool to inform and guide the finance team regarding important financial aspects. This includes providing notifications about blocked EMD amounts, upcoming expiry of BGs, utilization of funds, and other relevant financial insights. Such information ensures effective financial management and enables the finance team to proactively address any financial requirements or concerns during the tendering process.

✓ BMS Functions

✓ Approvals:

All approval activities will be stored in the system, and the system will display the details of each activity, including the actions taken and the responses received. Users have the ability to perform approval activities for various requirements, indicating whether they approve or reject them. Additionally, users can access the approval requests and view the corresponding responses within the same tab or section of the system.

✓ User Management:

In user management, the system allows companies to create and manage users, departments, and designations for internal mapping. Along with creating these entities, companies can also view comprehensive lists of users, departments, and designations within the system. This provides a centralized platform for managing and organizing user-related information and facilitates efficient administration of user accounts and organizational hierarchies.

✓ BMS Functions

✓ Roles & Rights:

In Roles and Rights, the system allows users to create multiple roles and assign them to different users. The system enables users to define the specific functionalities and permissions that each role can access within the system. Users can customize these roles based on their specific requirements. By assigning roles to users, the system restricts access to only the functionalities and features allowed for each user based on their assigned role. This ensures that users can only access and utilize the functionalities that are relevant to their role and responsibilities within the system.

✓ BMS Features

- ✓ Mark as Interested
- ✓ Set Reminders
- ✓ Assign Tenders
- ✓ Create Meetings
- ✓ Request for Finance
- ✓ Request for Approvals
- ✓ Prepare Checklist
- ✓ Prepare Response
- ✓ Request for Documents

✓ BMS Features

✓ Mark as Interested:

Users have the option to mark tenders as interested. When a user selects this option, the respective tenders are moved to the "Interested Tenders" tab

✓ Set Reminders:

Users have the option to set reminders for specific tenders. By doing so, the system will send an email notification to the user on the designated date. Additionally, the reminder will be displayed in the dashboard calendar, allowing users to easily track & manage their upcoming tender-related tasks & deadlines

✓ Assign Tenders:

The system provides the functionality to assign a tender to another user. When a user assigns a tender to someone else, the assigned user will receive the tender in their "Assigned" tab. This allows the assigned user to access and initiate the required activities related to the assigned tender.

✓ BMS Features

✓ Create Meetings:

Users within the Bid Management System (BMS) have the capability to create meetings specifically for particular tenders. During the meeting creation process, users can select other BMS users to participate and also invite non-BMS users as needed. The user hosting the meeting is responsible for including a meeting link, specifying the date and time, and designating the user who will write the Minutes of Meeting (MOM). All meetings associated with a specific tender are recorded and stored within that tender's record. Users can conveniently access and review all the meetings conducted for that tender, along with the relevant meeting details.

✓ Request for Finance:

The person responsible for the tendering process, engaged in pre-tender activities, can submit requests to the Finance team for financial requirements such as EMD, BG, fees, and more. These requests will be directed to the Finance team, who will review and make decisions on the requested payments. All financial activities will be stored and organized on a tender-by-tender basis. The system will provide guidance on identifying blocked EMDs, upcoming BG expirations, and other relevant reports based on user needs. The finance management functionality will oversee and handle all financial activities, while also maintaining comprehensive data records and generating customized reports tailored to the client's requirements..

✓ BMS Features

✓ Request for Approvals:

Users can submit approval requests and receive approvals in a systematic manner, ensuring transparency in the process. Unlike telephonic or email approvals that can be misplaced or forgotten, the system stores all approval activities, providing a reliable record for future reference. This feature proves beneficial when there is a need to retrieve information regarding the approval status of a tender.

✓ Prepare Checklist:

Creating checklists in Excel or Word may not provide visibility to management or higher authorities. To address this limitation, the Bid Management System (BMS) offers a feature that allows management or higher authorities to view the checklists being prepared by users for tender response preparation. Users can conveniently prepare checklists within the BMS and access relevant documents from the document briefcase. Additionally, users can upload documents from external sources outside the bid management system as needed. This functionality ensures that checklists are accessible and transparent to the relevant stakeholders within the BMS.

✓ BMS Features

✓ Prepare Response:

Preparing a response for tenders can be a significant challenge for users, but the Bid Management System (BMS) simplifies this process. The BMS offers a user-friendly interface that assists users in preparing their tender responses effectively. One key feature is the ability to merge multiple files into a PDF format. Users can effortlessly order files based on the checklist they have prepared, ensuring a streamlined document assembly process. Furthermore, users can create multiple responses from the checklist, assigning names to each response as required. These responses are securely stored and easily accessible for a particular tender. This functionality enables companies to quickly retrieve and review the responses prepared for specific tenders when needed.

✓ Request for Document:

Users have the option to request documents from other users for a tender if those documents are not available in the Document Briefcase. This feature proves helpful in obtaining the necessary documents required for preparing a tender response, even for upcoming tenders. When sending a document request to another user, that user can upload the requested document to the "Document Briefcase," making it accessible for future tender use. This functionality ensures a collaborative approach in gathering all the required documents for a tender and facilitates seamless preparation of tender responses.

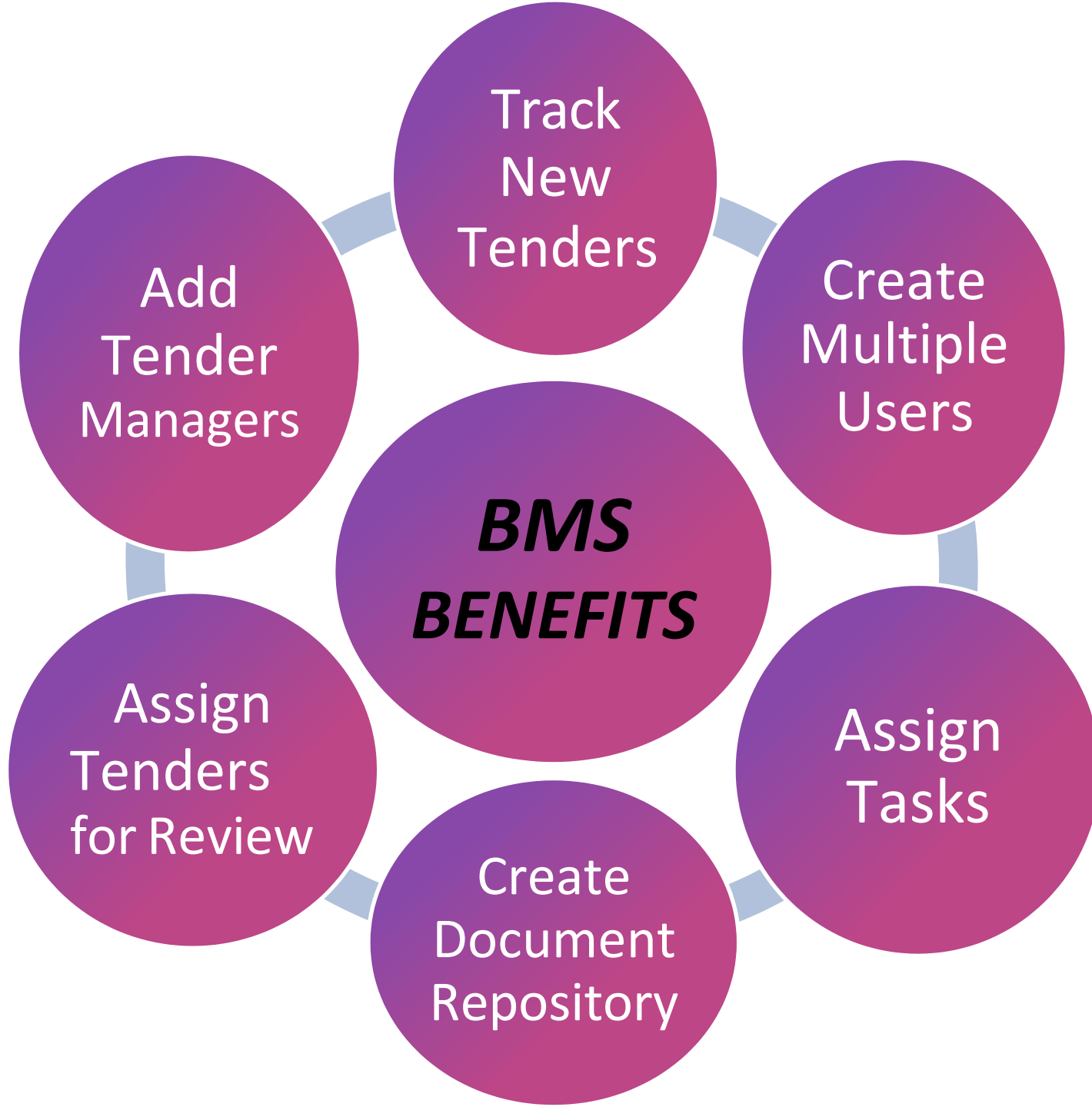
✓ WORK FLOW

- ✓ Tender Acquisition
- ✓ Tender Assignment
- ✓ Tender Activities
- ✓ Finance Request
- ✓ Meeting Creation & MOM
- ✓ Checklist Preparation
- ✓ Document Gathering
- ✓ Document Request
- ✓ Response Preparation
- ✓ Tender Submission
- ✓ Result Publication
- ✓ Follow-up for EMD
- ✓ Post Tender Activities

✓ ***We're Tender247***

✓ Scope of Work

- ✓ Tenders Update
- ✓ Tender Results
- ✓ Calendar
- ✓ User Management
- ✓ Document Management - Briefcase
- ✓ Prepare Bid Response
- ✓ MIS Reports
- ✓ Competitor Analytics
- ✓ Doc Fees/EMD/ BG Management



✓ BMS Benefits

- ✓ **Track New Tenders:** View all the latest tenders in New Tenders section (for Admin/Head)
- ✓ **Multiple Users:** Create multiple users with complete control over accessibility Approvals.
- ✓ **Add Tender Managers:** Maintain complete hierarchy or category wise Tender Managers
- ✓ **Kick Of Call:** User can create Kick of call to invite other users for discussion about Tender.
- ✓ **Assign Tenders to Review:** Assign interested Bid to review by responsible TenderManager
- ✓ **Create Document Repository:** Maintain central repository of all the required documents such as balance sheets, work experience certificates, ISO certificates, employee sheet etc.
- ✓ **Assign Tasks:** Create & assign tasks, e.g. assign task for submission of EMD with deadline to Account team
- ✓ **Prepare Bid Response:** Prepare complete Bid response with BMS and upload the same into respective department website
- ✓ **EMD/BG Management:** Strengthen financial department complete analytics based on aggregated EMD/BG issued & still pending with Govt. department to be collected back.

✓ Challenges Vs. Solution

Challenges / Issues	Solution by BMS
■ Manage & Maintain too many Tenders	✓ Tender247 BMS gives you a list of all tenders in one Dashboard
■ Difficult to bid, track and analyze	✓ Easy to Maintain, Manage, Track & Prepare Bid Response of all Tenders Category, Department, Location, Value, Timeline wise.
■ You miss out important tenders & your competitors get ahead of you to win contract.	✓ Analyze past bids of Competitors and identify missed opportunities to Strategies & Win Future Bids.
■ Following up with multiple People within the bidding process is exhausting	✓ Coordinate and collaborate with all stakeholders from single dashboard.
■ Arranging necessary documents from internal departments is chaotic	✓ All internal departments have an access to upload necessary documents from their Panel.
■ Tracking of Multiple Tenders EMD & BG	✓ Can Track all Past, Current & Future Tenders EMD & BG on Single Click.
■ Difficult to get Past & Current Records/ MIS	✓ Get Customized MIS with Multiple Parameters of Past, Current & Future Tenders & Historical Analysis Report

✓ BMS is Built to

Improve bidding performance

- ✓ Manage Tender opportunities
- ✓ Simplify Bidding Process
- ✓ Improve Response Quality

Streamline Financial Transaction

- ✓ Raise Tender Doc Fees/EMD/BG payment request
- ✓ Check Historical Doc Fees/EMD/BG
- ✓ Reduce Blockage of Fund

Boost Teamwork

- ✓ Quick Collaboration
- ✓ Effective User Management
- ✓ Greater Accountability

Improve Organization Performance

- ✓ Powerful dashboard
- ✓ Visual MIS Reports
- ✓ Better-informed Decision

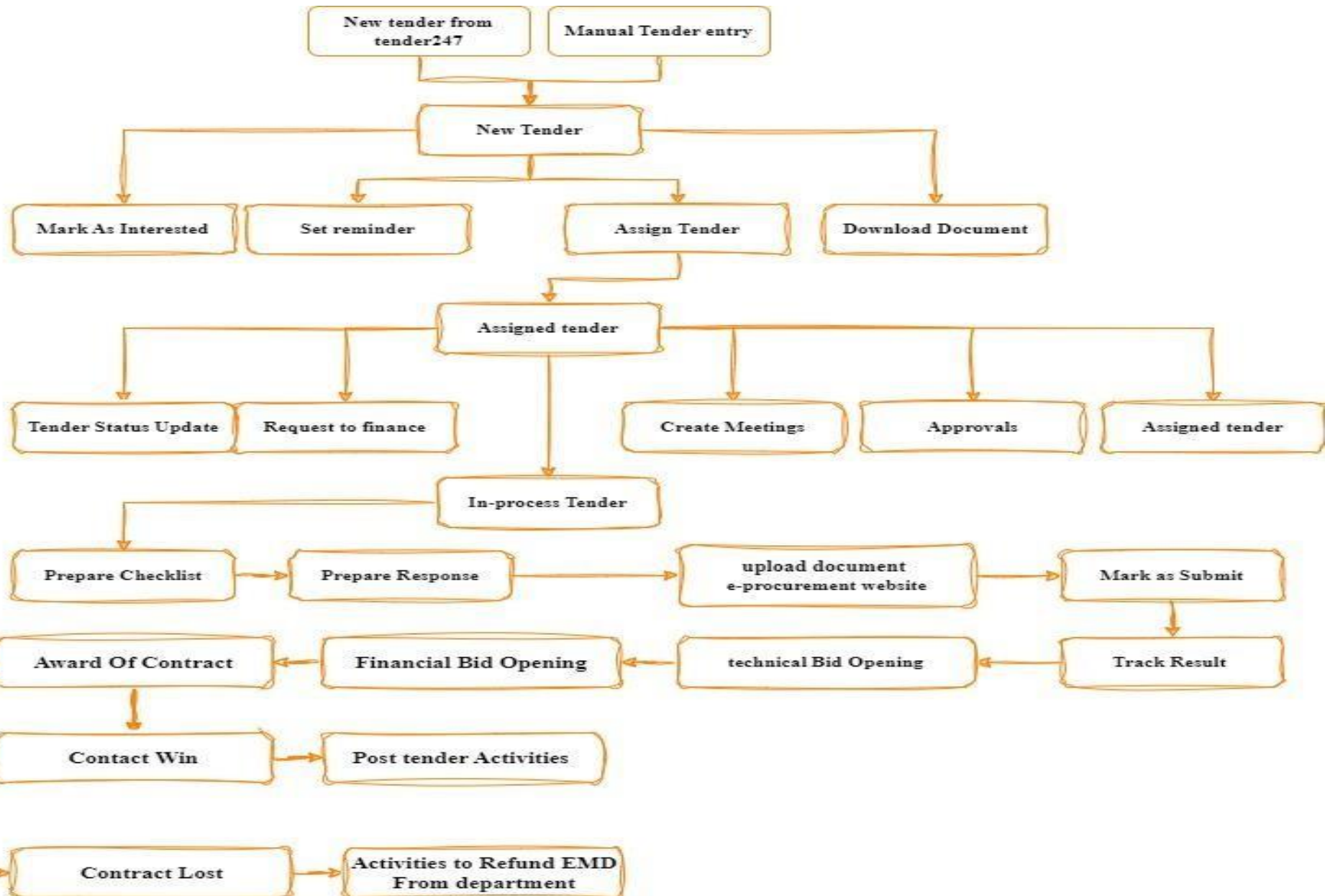
Fast-track Bidding response

- ✓ Centralized document Mngmt
- ✓ Quick Response
- ✓ Focus on Quality

Outsmart Competitions

- ✓ Competition Data Bank
- ✓ Deep Competitive Insights
- ✓ Track Competitors bidding history, past quote, bidding pattern

✓ BMS Process





Activities

- ✓ Track tenders that matter
- ✓ Create Multiple Users
- ✓ Control Accessibility
- ✓ Allocate Tender Opportunities
- ✓ Create Central Document Repository
- ✓ Automate Notifications & Reminders for actions
- ✓ Fast-track Tender Response Preparation
- ✓ Gain competitive insight
- ✓ Improve quality of bid
- ✓ Increase bid winning ratio
- ✓ Tender Assigning Activities
- ✓ Approval Activities
- ✓ Document Brief Case
- ✓ Competitor Analytical Reports
- ✓ Comparison of Competitors
- ✓ MIS Report
- ✓ Manage Financial Activities Like EMD, Document Fees, PBG..
- ✓ Similar Nature of Tenders & Result
- ✓ Creating Checklist For Tender response
- ✓ Auto Generate Tender Response
- ✓ List of Possible bidders with their past Bid
- ✓ Pre-Tender and Post Tender Task

✓ Commercial

Particulars	Standalone Model	
BMS Development Cost For 1 Year	Rs.4,72,000/-	Rs.4,72,000/-
MIS analytics report for 1 year	Rs.1,18,000/-	
Tender information services	<u>Rs.20,060/-</u>	<u>Rs.20,060/-</u>
	Rs.6,10,060/-	Rs.4,92,060/-
After Discount	<u>Rs.1,98,000/-</u>	<u>Rs.1,53,400/-</u>
Yearly License Fees (Y/N)	Included	
Maintenance Cost/Support Charges	25% For Development Cost	
With source code?	NO	
New Development	Based on New requirement	
Can Free/Commercial Distribute/Redistribute?	NO	

✓ Technical & Security Specifications

✓ Project Technology

Front End : React.js
Backend : Net Core
Database : MS SQL
OS : Windows

✓ Security features

Secure website with SSL
Preventions of SQL Injection
Latest update all software
Route Traffic through WAF

✓ Storage Details

SaaS based Cloud (ISP)
All data stored on our server
(database and files both)

Standalone
All data stored on client's
server (database and files)

✓ Request for DEMO

Please feel free to contact us for further assistance.

Contact:

Thanks & Regards

Deepak Kataria – 9875155342

i-Sourcing Technologies Pvt. Ltd.

303,GLOBE PINNACLE, GLOBE GROUP,
PLOT NO. RP-159, OPP. Pendharkar College,
Next to Punjab National Bank, MIDC,
Dombivli East,
Maharashtra 421203.