

- Bid Win Rate (Volume): $(\text{Number of Bids Won} / \text{Total Number of Bids Submitted}) * 100\%$
- Bid Win Rate (Value): $(\text{Value of Bids Won} / \text{Total Value of Bids Submitted}) * 100\%$
 - Note: the date to use in these calculations are the Won/Awarded date. Not sure if this is captured yet but I prefer a autofilled when assigned awarded but it can be a manual field if needed
- Total Bids Submitted: this is calculated from the quantity of bids submitted based on the Bid Due Date
- Total Value Submitted: this is calculated from the value of bids submitted based on the Bid Due Date
- Quantity of Bids Submitted Weekly: this is the history of of quantity of bids submitted weekly (Sun-Sat) based on the due date and the trend line which is the average.
- Value (\$) of Bids Submitted Weekly: this is the history of of bids submitted weekly (Sun-Sat) based on the due date and the trend line which is the average.
- Key Account Focus:
 - All based on the bid due date
 - Number of bids based on the time frame for key accounts
 - Value of bids based on the time frame for key accounts