

**BUSINESS INTELLIGENCE**

ANALYST CHALLENGE

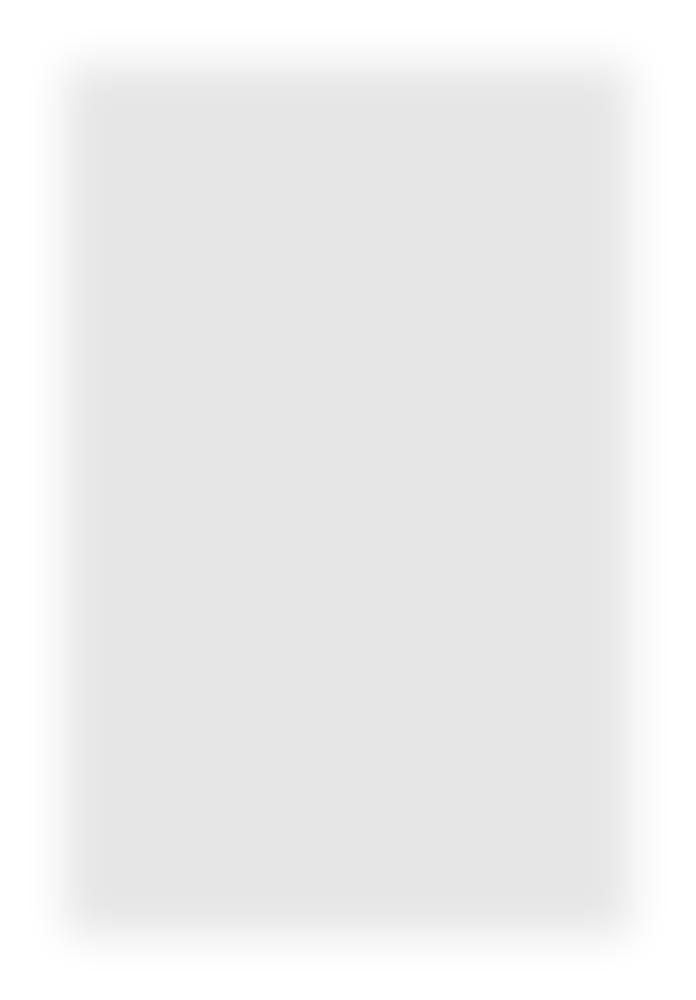
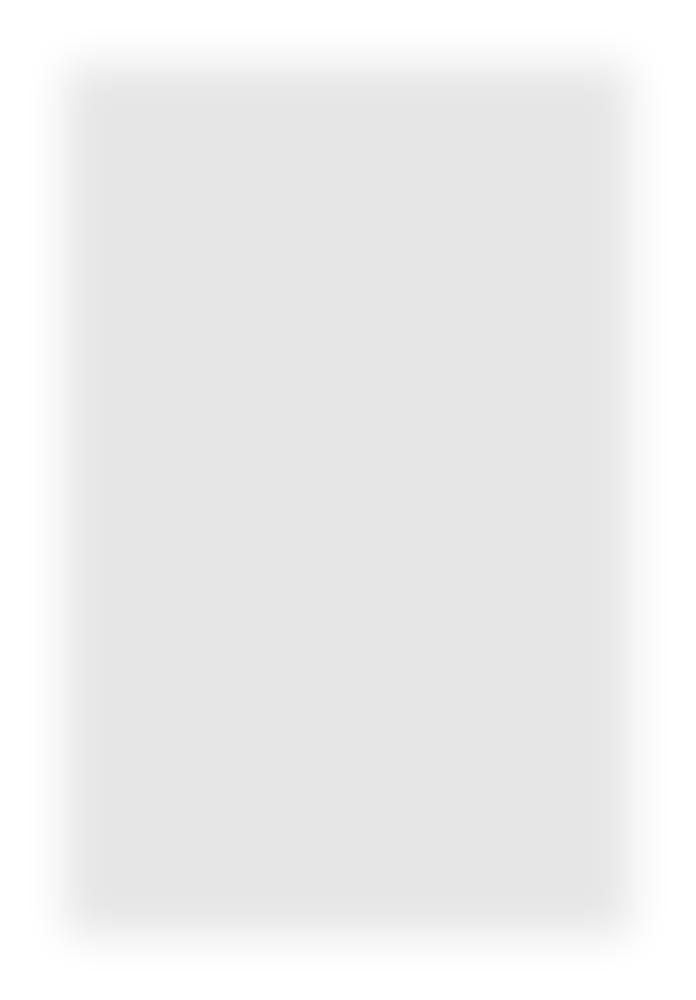
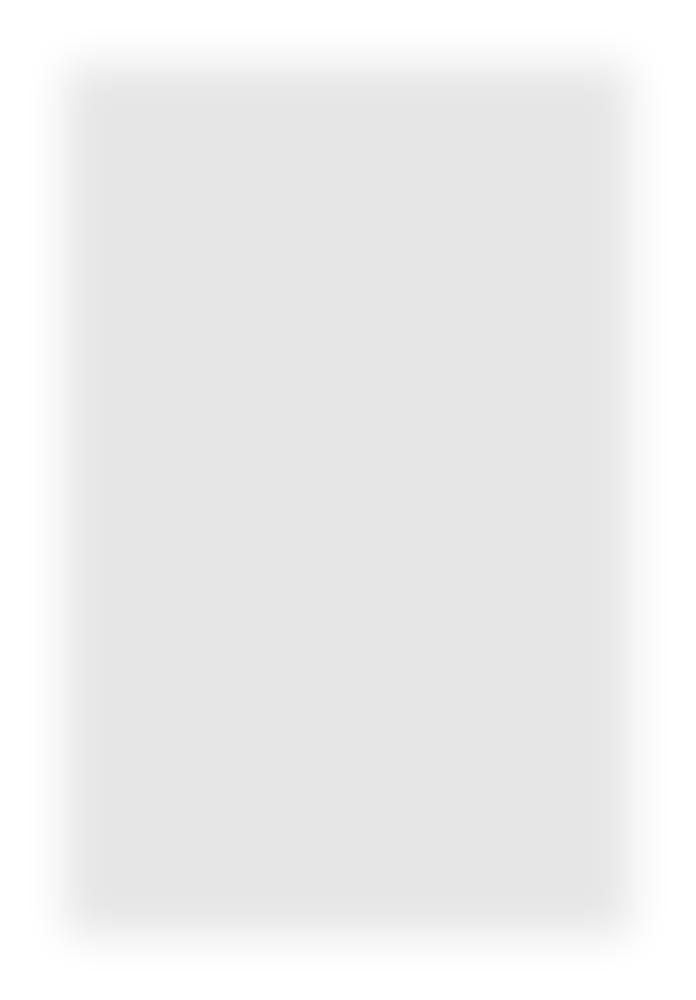
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Agenda

**1 2 3**

Exploration Analysis Recommendation

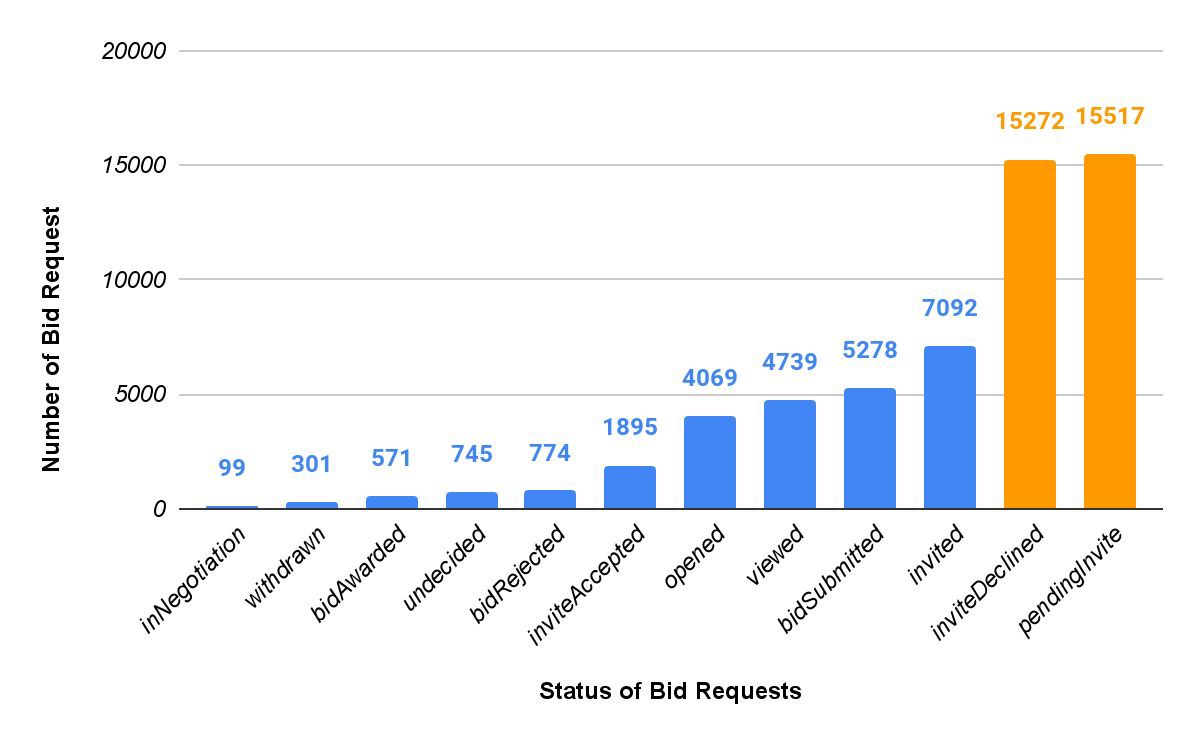
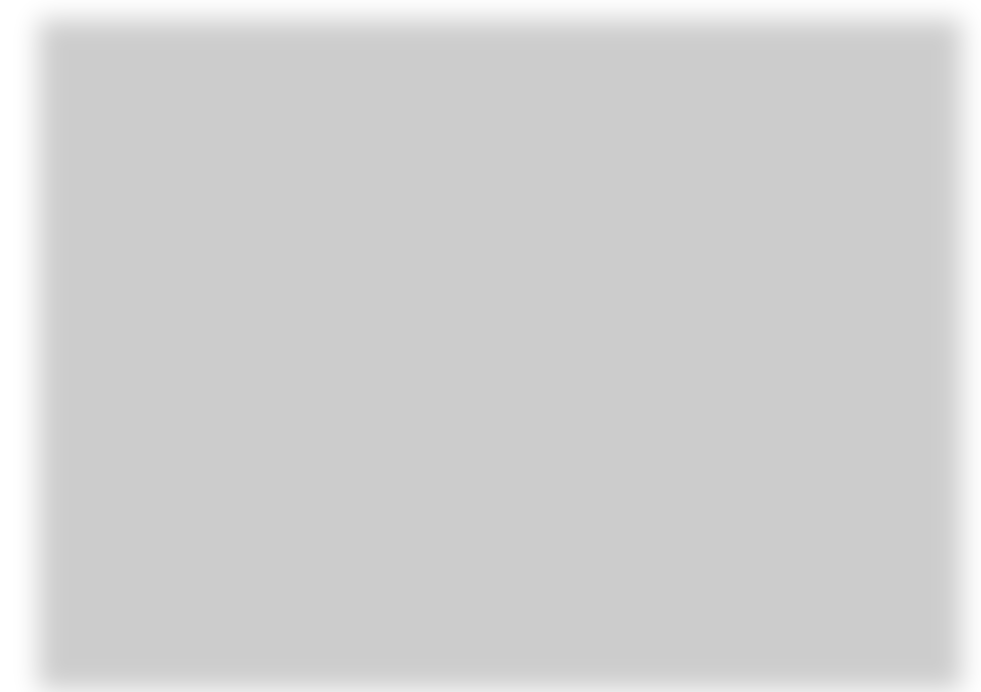
1. Budget exploration of projects.
2. What is status bid requests ?
3. Analysis of subcontractors.
4. Avg time between creation of a project and creation of ﬁrst bid.
5. Conversion rates of Network & Company Subcontractors.
6. Geographical exposure of the XYZ.



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# 1



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What are the **STATUS** of **ALL** the bid requests?

52,500,486,443,489€

Total Budget of Bid Projects Registered

99,432,739,476€

Average Budget of Bid Projects Registered

**June** has the

**MOST**

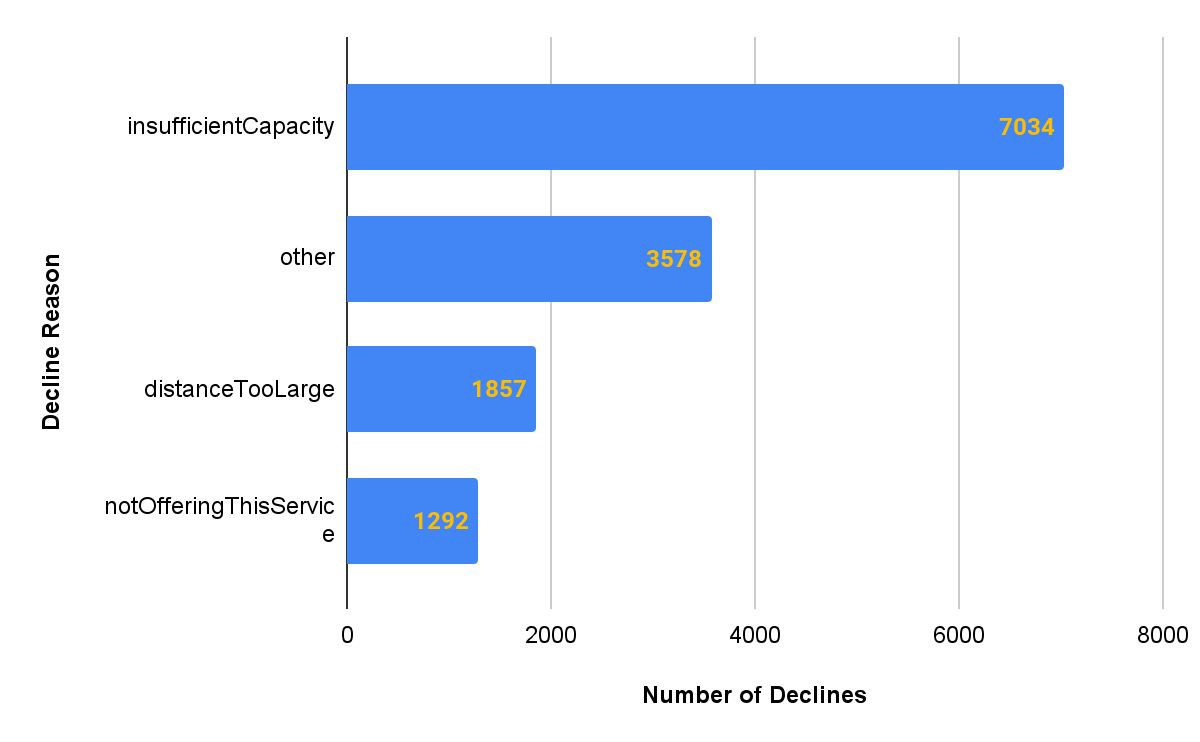
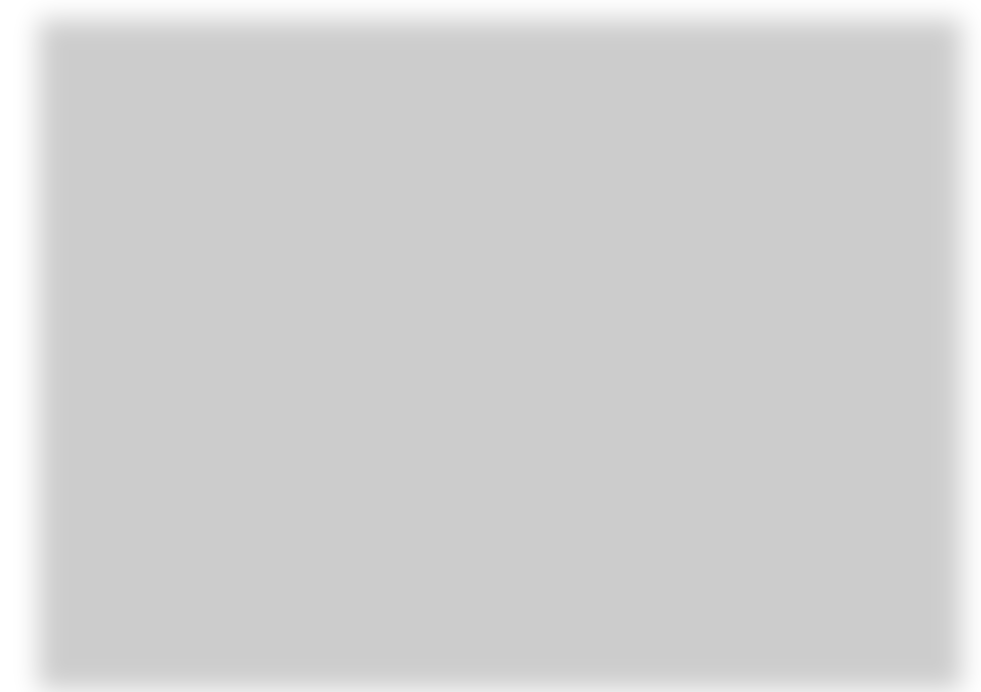
number of registered projects,

while **November** has the **LEAST**.



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The **BIGGEST** Reasons of



**2**

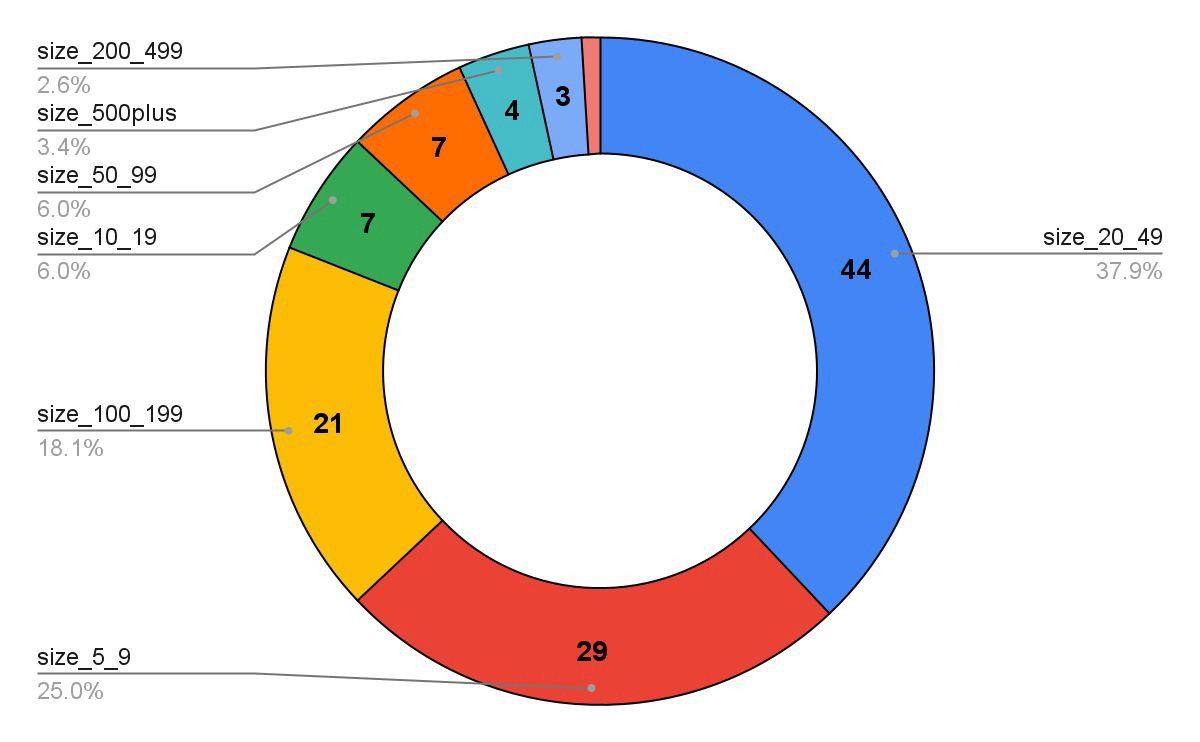
Declining

the **Bid Requests** of Subcontractors.

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Which **Company Size** of Subcontractors have the number of **bidAwards**?



**HIGHEST**

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**~ 74 days**

The **AVERAGE** time between the **creation of a project**

## and the creation of the ﬁrst bid request in that project?

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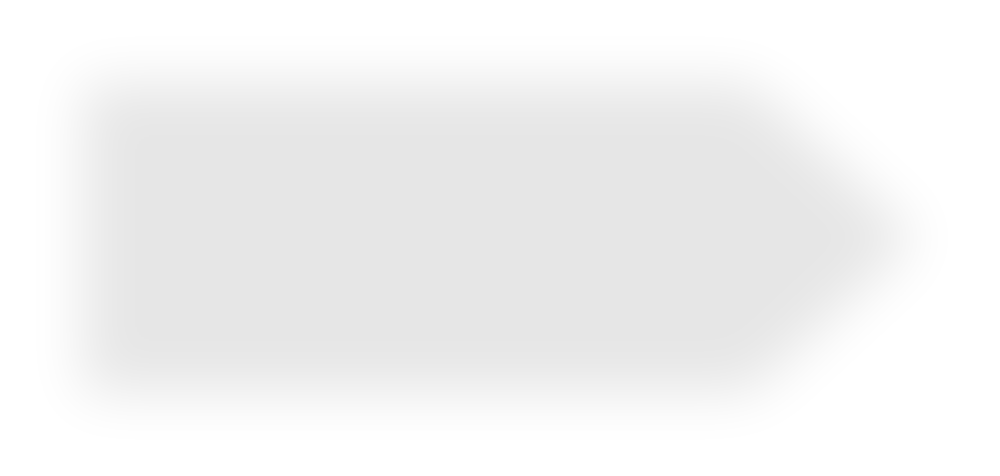
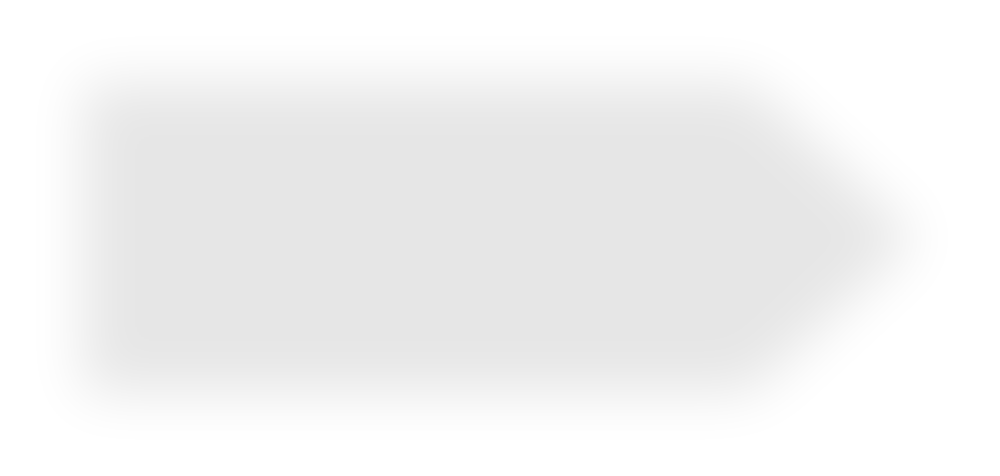
The **CONVERSION RATE** of Bid Requests

**Network Subcontractors**

**Company Subcontractors**

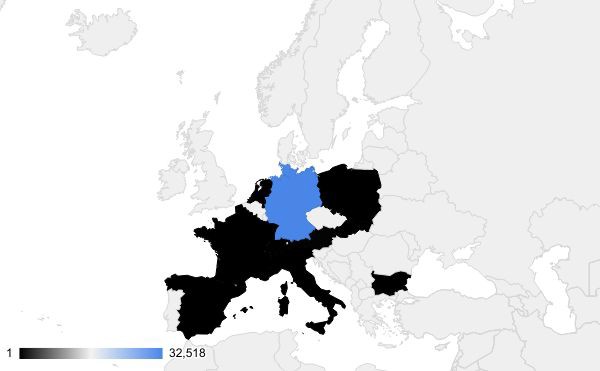
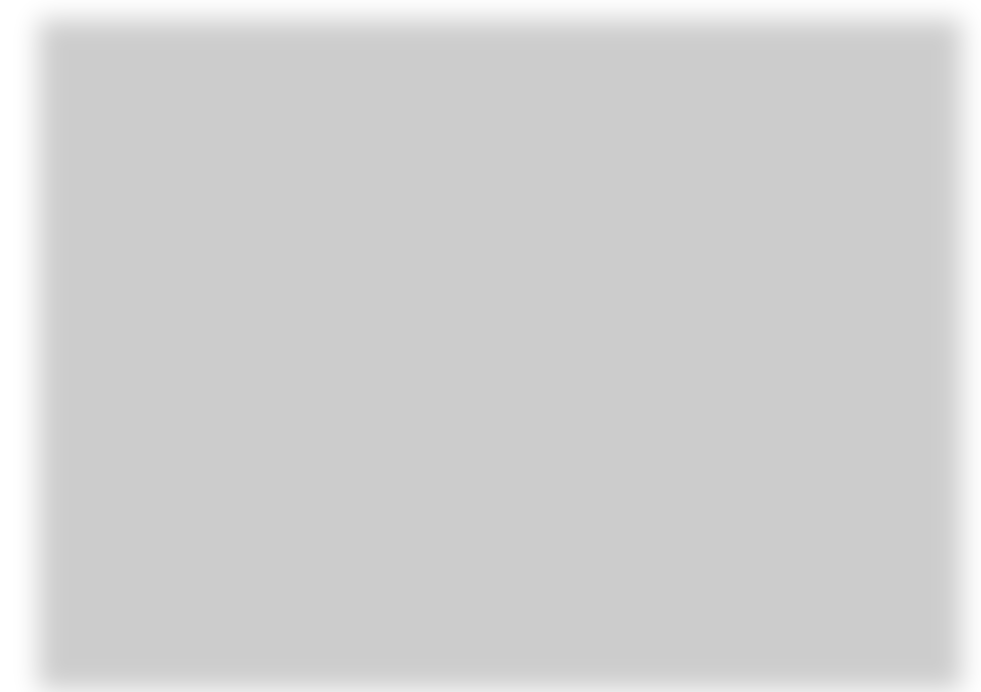
**16.3%**

**91.8%**



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For **XYZ**, **Germany** is the **ONLY** country with more than **32000+**



**3**

subcontractor registration.

### Austria, Switzerland, Hungry, Poland, Slovakia, Italy,

still has **a lot of potential** to **increase** number of subcontractor registration.

**Bulgaria, Czechia, Spain, France**

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Thanks!

***Any questions ?***

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