**Salesforce**

**Tender-and-contract-management-system**

**Phase 1:  Problem Understanding & Industry Analysis**

👉Need : To understand what we have to  building and why so it will help in project.

**1.Problem statement :**  The traditional process of tendering and contract management in the    civil engineering and construction industry is often manual, paper-based, and fragmented. This leads to:’

* Delays in processing tenders and contracts
* Miscommunication among stakeholders
* Lack of transparency in bid evaluations
* Challenges in tracking multiple tenders and bid submissions
* Absence of real-time updates on contract approval status

**🎯 Objectives :**

* Automate the tender creation and approval process
* Enable contractors to submit and track bids online
* Streamline contract awarding and payment tracking
* Provide dashboards for monitoring tender lifecycle and performance metrics.

**2. Requirement Gathering :** Talk to stakeholders ( contractor , engineers , government companies etc) .

        Example

* Stakeholder Interviews: Conducted with procurement, finance, and project management teams
* Document Analysis: Reviewed existing tender and contract documents
* System Analysis: Assessed current manual processes and identified automation opportunities.

3.**Business Process Mapping:** Tender Creation: Procurement team creates and publishes tenders

* **Bid Submission**:   Contractors submit bids through the system
* **Bid Evaluation**: Procurement team evaluates bids based on predefined criteria
* **Contract Awarding**: Selected contractor is awarded the contract
* **Contract Execution**: Contractor performs work as per contract terms
* **Payment Processing**: Finance department processes payments based on milestones
* **Project Monitoring**: Project managers track progress and ensure compliance
* **Contract Closure**: Upon completion, the contract is closed, and final reports are generated A diagram of a business mapping

  AI-generated content may be incorrect.

**4. Industry-specific Use Case Analysis :**

* Government Infrastructure Projects: Managing tenders for road, bridge, and building construction
* Private Construction Companies: Handling contracts with multiple subcontractors
* Real Estate Developers: Automating tendering process for material supply
* Engineering Procurement & Construction (EPC) Firms: Managing large-scale.

**5 AppExchange Tools Explored :**

* DocuSign for Salesforce: For digital signing of contracts
* Conga Composer: To generate tender documents and reports
* Salesforce Maps: For visualizing project locations
* Accounting Seed / FinancialForce: For financial tracking and integration
* Formstack / Nintex: To create digital forms for bid submissions
* Tableau CRM (Einstein Analytics): For advanced analytics and dashboards