

23

WON

**18** 

12 PENDING \$3.2M

WON REVENUE



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Add Outcome

WON

LOST

# **Enterprise Software Development**

Financial Services Corp • Submitted Feb 20, 2024

Proposal Value Fin \$1,200,000 \$1,

Final Contract \$1,150,000 Win Margin 4.2%

Decision Date Mar 1, 2024

#### Key Success Factors

Client appreciated our deep financial services experience and the proposed agile methodology. Our competitive pricing and 24/7 support commitment were decisive factors.

#### **Digital Transformation Consulting**

Metro Transit Authority • Submitted Feb 15, 2024

Proposal Value \$420,000 Winning Bid \$385,000

Price Gap 9.1% Decision Date Feb 28, 2024

### Lessons Learned

Lost due to higher pricing and insufficient local transit experience. Winner had 3 similar projects. Need to build more transit sector credentials and improve cost competitiveness.

### Cloud Infrastructure Modernization

PENDING

Government of Canada • Submitted Mar 8, 2024

Proposal Value \$850,000 Decision Expected Mar 20, 2024

Estimated Win %

Competition 6 bidders

## Current Status

Proposal submitted successfully. Client confirmed all documents received. Technical evaluation in progress. Expect verbal feedback by March 18.



