
E-Procurement on large tenders: advantages and disadvantages for European contractors"

April 2015



EUROPEAN
INTERNATIONAL
CONTRACTORS

Agenda

- Background
- Tendering truths
- Advantages of etendering
- Example of etendering in practice
- eTendering futures
- Q&A

Background / Experience

Background/Experience

- Over 30 years in the construction industry
- Experience is on the buy (Client) side of the industry
- Led the use of e-tendering in the procurement for



BravoSolution at glance...



BravoSolution is a leading international provider of eSourcing solutions.

"We support our clients in the improvement of procurement processes through innovative web-based technologies and services"

SOLUTION STRENGTH

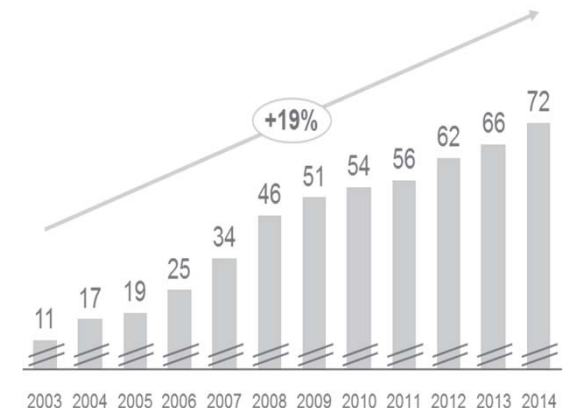
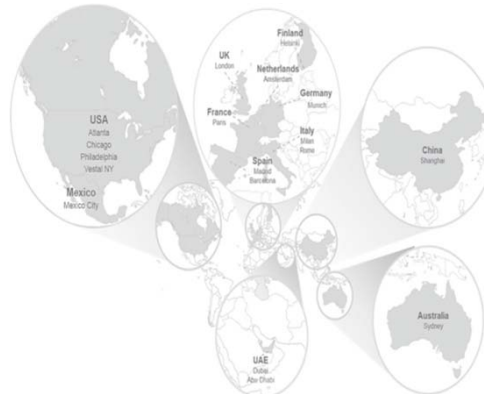
- Top rated Full Suite solution offering
- Full complement of services to support sourcing initiatives
- Quick Time-to-Value

GLOBAL SCALE

- More than 600 professional located in 18 offices (Europe, U.S., Asia, Middle Est and Australia)
- More than 600 customers
- More than 65.000 buyers in 70 countries

FINANCIAL STRENGTH

- 11 years consecutive with profitable performance
- Backed by (>5Bln €) primary Industrial Shareholder



Tendering truths

Tendering - Clients viewpoint

- Costly exercise with uncertainty and risk

Tendering - Clients viewpoint

- **Public sector**

- Mandated to obtain Value for Money (VfM)

- Increasingly looking at soft issues – for example

- Sustainability

- Equalities and Diversity

- **Private sector**

- Maximising shareholder value

- Increasingly looking at Corporate Social Responsibility (CSR) for example

- Sustainability

- Apprenticeships

Tendering - Clients viewpoint

- Clients want a robust well run process
 - Robust tender process
 - Robust, accurate evaluation
 - Certainty that the 'best' supplier is appointed
- Cheapest price is rarely the right answer

Tendering

- Significant effort and resources required by all parties
- Process is as good as the individuals involved

Advantages of etendering

Etendering Advantages

- Single version of the truth
- Secure and auditable tender process
- Secure and auditable tender communications

Extending Advantages

- Transparent and auditable evaluation
- Increased efficiency for all parties
- Ability to do more with less

Etendering in practice

Crossrail

**28 existing surface stations upgraded
(11 major reconstructions)**

90km of existing surface network upgraded



8 major sub-surface stations

**21 km of new sub-surface twin-bore railway
through London**

Crossrail Benefits



£42bn+



14,000
people

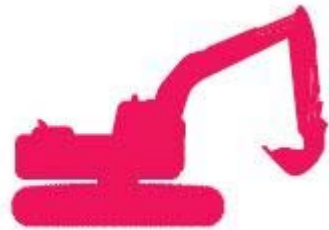


24 Trains p.h.



200 million journeys per year

Crossrail in Numbers



CROSSRAIL IS THE
BIGGEST
CONSTRUCTION
PROJECT IN
EUROPE



FUNDING
ENVELOPE TO
DELIVER
CROSSRAIL **£14.8**
BILLION



40

WORKSITES IN
LONDON AND
THE SOUTH
EAST



CROSSRAIL STATIONS
INCLUDING
10 NEW STATIONS

THE DISTANCE
CROSSRAIL WILL
RUN OVER



CONSTRUCTION
TIMELINE
2009-2018




44 MILLION

WORKING HOURS
ALREADY SPENT ON
THIS PROJECT


Crossrail Procurement in numbers

- 103 major civil engineering contracts
- 8 systems contracts
- > 2,000 contracts let

Etendering system


**MOVING LONDON FORWARD**

Useful Links



- Crossrail Homepage
- TfL
- DfT
- Government Procurement Service
- SIMAP
- Tenders Electronic Daily (TED)
- CIPS
- SOPO
- Constructionline

Welcome to the Crossrail eSourcing Portal




This website provides a suite of collaborative, web-based tools that enable procurement professionals and suppliers to conduct the strategic activities of the procurement lifecycle over the internet.

It provides a simple, secure and efficient means for managing tendering activities reducing the time and effort required for both buyers and suppliers.

Opportunities and Notices

- View current opportunities and notices
- View past opportunities and notices
- View current pan-government advertised opportunities

Login




username

password

[Click here to register!](#)
[Click here for details on how to register](#)
[Forgot your password](#)

Need assistance?
Please contact our eTendering helpdesk:
Phone: 0800 368 4850
E-mail: help@bravosolution.co.uk
Call me back !


General Crossrail Enquires:
084 5602 3813



© BravoSolution System Requirements

WARNING: Do not proceed if you are not an Authorised User. This application is protected by appropriate security measures. Access to and use is restricted to Authorised Users only. Any attempt to use this system in a manner not authorised or any attempt to alter, destroy or damage any information contained within it may constitute a breach of the provisions of the Computer Misuse Act 1990 and/or other legislation and shall leave the user liable to both criminal and civil proceedings. It is strictly forbidden to attempt to access this system using any third party's login identity. Anyone using this system consents to active monitoring for security policy compliance purposes.

Etendering system

**BravoSolution**
Supply Management Excellence

[Main Page](#) | [Account Settings](#)

Main Dashboard

New Messages

Unread messages in: 1

Main Station Works at Redhill

My PQQs with Pending Responses

PQQ Title

Early Demolition Works PQQ

New Messages (last 30 days)

ITT (1)

Unread messages in:	Organisation Name
Main Station Works at Redhill	BravoSolution Demo

My PQQs with Pending Responses

PQQ Title	Buyer Organisation	PQQ Closing Date/Time	Response Status
Early Demolition Works PQQ	BravoSolution Demo	24/04/2015 12:00	Response Not Submitted To Buyer

Quick Links

Standard Links

Profile

Published Opportunities

My Auctions

My PQQs

Welcome: Contractor A A

GMT + 0:00 | Logout

Status

Not Submitted To



Not Submitted To



Not Submitted To

Etendering System

▼ Project : [prj_1632](#) - Early Demolition Works
ITT: [rfq_1694](#) - Main Station Works at Redhill
Closing Date: 17/03/2015 17:00:00
Response Last Submitted On: **Not Submitted Yet**


Warning: **You have 257 unread Buyer Attachment(s). Please click here to read the file(s) before submitting your response.**


 Printable View 


 Help for Suppliers 


Response Status

Response Status Response Not Submitted To Buyer

 Search/Filter

 Mass Download

 Export List to Excel


		Folder/File Name ▲	Description
1		Guidance to Suppliers (1)	Guidance to Suppliers
2		Volume A (87)	Works Information - Particular
3		Volume B (59)	Works Information - Generic
4		Volume C (24)	Drawings & Specifications
5		Volume D (86)	Site Information

Total: 5

Page 1 of 1

Show: elements

Etendering systems

 Open Full View

▶ 1. Qualification Response (questions: 0)

Edit Response

▶ 2. Technical Response (questions: 12)

Edit Response

▶ 2.1 Section A - Change in circumstances & Conflicts of Interest - Question Section

▶ 2.2 Section B - Delivering the Contract on time - Question Section

▶ 2.3 Section C - Health and Safety - Question Section

▶ 2.4 Section K - Sustainable and Responsible Delivery - Question Section

▶ 2.5 Section L - Managing Interfaces - Question Section

▶ 2.6 1.1 - Question Section

▶ 3. Commercial Response (Line Items: 14, Questions: 0)

Edit Response

▶ 3.1 Commercial Submission - Price Section




▶ 3.2 ACTIVITY SCHEDULE - Price Section

▶ 3.3 PART A - GENERAL ITEMS / PRELIMINARIES - Price Section

Etendering systems

<div> Save Changes Save and Exit Response Cancel </div>		
Providing the works.		
2.3 Section C - Health and Safety - Question Section		
	Note	Note Details
2.3.1	Health and Safety Risks	[J001] Health and Safety Risks
	Question	Description
2.3.2	H&S Risks (Restricted Site Area)	<p>★ The congested site areas and interfaces with C510, C503, and systemwide contractors, particularly relating to traffic, deliveries, site demarcation and plant movements. Detail how sequencing and control of the works can mitigate the risk posed by the restricted site area.</p> <p>Please upload a document of no more than 2 sides giving it the file name 'J001a_H&S_Risks'</p>
		Response
2.3.2	H&S Risks (Restricted Site Area)	<p>★ The congested site areas and interfaces with C510, C503, and systemwide contractors, particularly relating to traffic, deliveries, site demarcation and plant movements. Detail how sequencing and control of the works can mitigate the risk posed by the restricted site area.</p> <p>Please upload a document of no more than 2 sides giving it the file name 'J001a_H&S_Risks'</p>
2.3.3	H&S Risks (Station Proximity)	<p>★ Working in close proximity to the operational railway at Redhill station.</p>
2.3.4	H&S Risks (Tunnels and Excavations)	<p>★ Measures that will be taken to protect operatives and others in deep tunnels and excavations as Principal Contractor.</p>
2.3.5	H&S Risks (Workforce)	<p>★ The provision of a suitably skilled, experienced, competent workforce able to fulfil the requirements of the contract and the relevant stakeholders. Including details of the proposed occupational health programme.</p>
2.3.6	Health & Safety	<p>★ Provide for the Health & Safety Manager a statement of their qualifications, skills and experience to demonstrate their suitability for their role as described by the response to question E002; include details of their experience in working on</p>

Etendering systems

2.3 Section C - Health and Safety - Question Section			
	Note	Note Details	
2.3.1	Health and Safety Risks	[J001] Health and Safety Risks	
	Question	Description	Response
2.3.2	H&S Risks (Restricted Site Area)	<p>* The congested site areas and interfaces with C510, C503, and systemwide contractors, particularly relating to traffic, deliveries, site demarcation and plant movements. Detail how sequencing and control of the works can mitigate the risk posed by the restricted site area. Please upload a document of no more than 2 sides giving it the file name 'J001a_H&S_Risks'</p>	<p>J001a_H&S_Risks.docx (10 KB)</p>   
2.3.3	H&S Risks (Station Proximity)	<p>* Working in close proximity to the operational railway at Redhill station.</p>	<div> <p>We have a monthly safety forum meeting between project representatives off site which is facilitated by a non management safety representative. Such forums have been effective in both identifying common issues and bringing new ideas into place to enhance the culture.</p> </div> <div> <p>↑</p> <p>Characters available = 1052</p> </div>
2.3.4	H&S Risks (Tunnels and Excavations)	<p>* Measures that will be taken to protect operatives and others in deep tunnels and excavations as Principal Contractor.</p>	<div> <p>Excavations will be inspected after any event that may have affected their strength or stability, or after a fall of rock or earth</p> </div>

Etendering systems

3.3 PART A - GENERAL ITEMS / PRELIMINARIES - Price Section								
	Item Reference	Description	Remarks	Unit of Measurement	Quantity	Unit Price	Price	Comments
3.3.1	A.001	★ Method related charges - Accommodation & building, time related including maintenance.		ITEM	1	200,000 ¹²³ ✓	200,000	<input type="text"/> N. = 512
3.3.2	A.002	★ Accommodation and buildings; fixed charge		ITEM	1	250,000 ¹²³ ✓	250,000	<input type="text"/> N. = 512
3.3.3	A.003	★ Services; fixed charge		ITEM	1	100,000 ¹²³ ✓	100,000	<input type="text"/> N. = 512

Add/View Attachments

3.4 Additional Attachments Area

No Attachments

Total Price (excluding optional sections)

GBP 853,500

Etendering systems

2.3 Section C - Health and Safety					
	Note	Note Details			
2.3.1	Health and Safety Risks	[J001] Health and Safety Risks			
	Question	Description	Response Type	Response Guide	Response
2.3.2	H&S Risks (Restricted Site Area)	The congested site areas and interfaces with C510, C503, and systemwide contractors, particularly relating to traffic, deliveries, site demarcation and plant movements. Detail how sequencing and control of the works can mitigate the risk posed by the restricted site area. Please upload a document of no more than 2 sides giving it the file name 'J001a_H&S_Risks'	Attachment	The applicable attachment must be uploaded	
2.3.3	H&S Risks (Station Proximity)	Working in close proximity to the operational railway at Redhill station.	Text	Enter plain text	
2.3.4	H&S Risks (Tunnels and Excavations)	Measures that will be taken to protect operatives and others in deep tunnels and excavations as Principal Contractor.	Text	Enter plain text	
2.3.5	H&S Risks (Workforce)	The provision of a suitably skilled, experienced, competent workforce able to fulfil the requirements of the contract and the relevant stakeholders. Including details of the proposed occupational health programme.	Text	Enter plain text	

Etendering systems

3.3	PART A - GENERAL ITEMS / PRELIMINARIES						Comments
	Item Reference	Description	Unit of Measurement	Quantity	Unit Price	Price	Comments
3.3.1	A.001	Method related charges - Accommodation & building, time	ITEM	1		0	
3.3.2	A.002	Accommodation and buildings; fixed charge	ITEM	1		0	
3.3.3	A.003	Services; fixed charge	ITEM	1		0	
3.3.4	A.004	Services; time related	ITEM	1		0	
3.3.5	A.005	Equipment: Temporary Works, Time Related	ITEM	1		0	
3.3.6	A.006	Equipment: Temporary Works, Fixed	ITEM	1		0	
3.3.7	A.007	Equipment; Plant, Fixed	ITEM	1		0	
3.3.8	A.008	Equipment; Plant, Time Related	ITEM	1		0	
3.3.9	A.009	Equipment; Transportation	ITEM	1		0	
3.3.10	A.010	Labour - Management & Supervision	ITEM	1		0	
3.3.11	A.011	Labour - Administration	ITEM	1		0	
3.3.12	A.012	Labour - Non Productive Labour and Attendances	ITEM	1		0	
3.3.13	A.013	Bonds and Other General Preliminaries	ITEM	1		0	
3.3.14	A.014	Additional Items	ITEM	1		0	
Section Sub Total						0	

Etendering systems

<div>Search/Filter Create Export List to Excel Messages Report Print</div>						
	Sender	Date	Subject	Opened by Me	Opened	Replied
1	BravoSolution Demo	16/03/2015 14:40	Evaluation Process Modification			
2	BravoSolution Demo	16/03/2015 14:40	Site Visit Information			
3	BravoSolution Demo	16/03/2015 12:24	Clarification Log	16/03/2015 13:16	16/03/2015 13:16	

Subject: Successful publication of response to ITT - Invitation to Tender Code rfq_1694 on BravoSolution Demonstration Site

Dear Supplier,

This email confirms that you have submitted a response to the following eTendering Event.

PLEASE NOTE: If your response was submitted after the closing date and time it may be rejected by the Buyer.

Event Type: ITT - Invitation to Tender

Code: rfq_1694.

Title: Main Station Works at Redhill.

Date of response: 16/03/2015 13:14:05 (GMT + 0:00).

Etendering systems

Total Price (excluding optional sections) 853,500

3. Commercial Response (Line Items: 14, Questions: 0)

3.1 Commercial Submission - Price Section

	Note	Note Details
3.1.1	Notes	Notes to Tenderers
3.1.2	Method of Measurement	These works have not been measured in accordance with any particular standard Method of Measurement. The Tenderer should allow against the headings given for all that is required.
3.1.3	VAT	All prices are to be quoted exclusive of VAT.
3.1.4	Currency	All prices are to be in Sterling (ex VAT)

3.2 ACTIVITY SCHEDULE - Price Section

	Note	Note Details
3.2.1	Note	Activities in Parts A to H must be completed to comprise the Activity Schedule

3.3 PART A - GENERAL ITEMS / PRELIMINARIES - Price Section

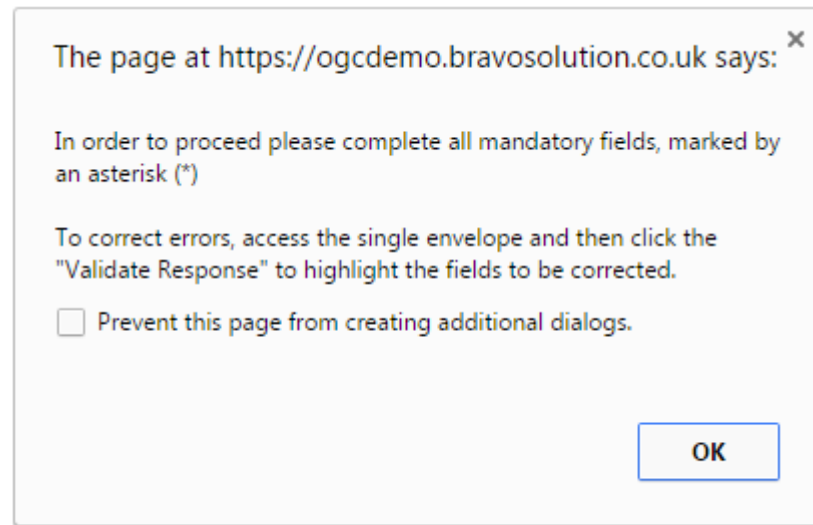
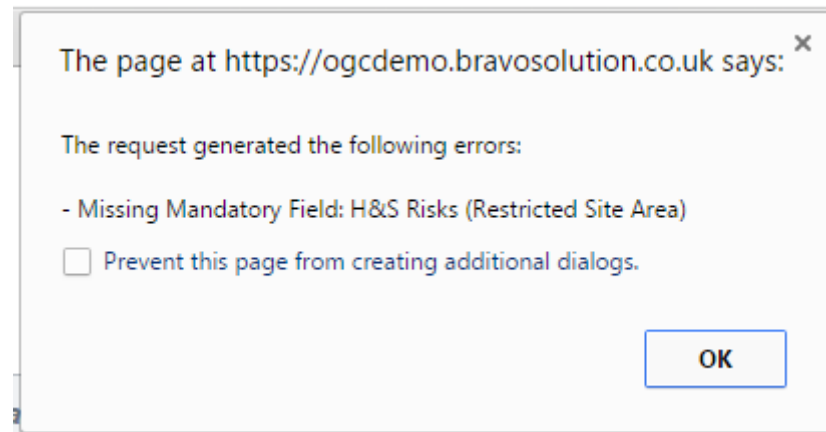
	Item Reference	Description	Remarks	Unit of Measurement	Quantity	Unit Price	Price	Comments
3.3.1	A.001	★ Method related charges - Accommodation & building, time related including maintenance.		ITEM	1	<input type="text" value="200,000"/> ¹²³ ✓	200,000	<input type="text"/>

The page at <https://ogcdemo.bravosolution.co.uk> says: ✕

All mandatory fields have been populated. Please remember to save your response.

OK

Etendering systems



	Note	Note Details	
2.3.1	Health and Safety Risks	[J001] Health and Safety Risks	
	Question	Description	Response
2.3.2	H&S Risks (Restricted Site Area)	<p>★ The congested site areas and interfaces with C510, C503, and systemwide contractors, particularly relating to traffic, deliveries, site demarcation and plant movements. Detail how sequencing and control of the works can mitigate the risk posed by the restricted site area.</p> <p>Please upload a document of no more than 2 sides giving it the file name 'J001a_H&S_Risks'</p>	(no file attached)

Etendering systems

The page at <https://ogcdemo.bravosolution.co.uk> says: ✕

IMPORTANT: Please ensure that you have reviewed your response for completeness, including any file attachments. To continue with your submission, click "OK". To return to your response without submitting, click "Cancel".

The page at <https://ogcdemo.bravosolution.co.uk> says: ✕

You have successfully submitted your response to the buyer, if you wish you can update the response and submit your changes anytime before the deadline.

☐ Prevent this page from creating additional dialogs.

▼ **Project :** [prj_1632](#) - Early Demolition Works
ITT: [rfq_1694](#) - Main Station Works at Redhill
Closing Date: 17/03/2015 17:00:00
Response Last Submitted On: 16/03/2015 13:14:05

▼ ITT Details

Settings
View ITT settings

Buyer Attachments
Attachments from the Buyer: 257

My Response
Status is: Response Submitted To Buyer

Messages
▶ Unread Messages (1)

User Rights
Manage User Rights

Etendering systems

Subject: Successful publication of response to ITT - Invitation to Tender Code rfq_1694 on BravoSolution Demonstration Site

Dear Supplier,

This email confirms that you have submitted a response to the following eTendering Event.

PLEASE NOTE: If your response was submitted after the closing date and time it may be rejected by the Buyer.

Event Type: ITT - Invitation to Tender

Code: rfq_1694.

Title: Main Station Works at Redhill.

Date of response: 16/03/2015 13:14:05 (GMT + 0:00).

Etendering systems

[S4-Q7] H&S Policy

Example Bidder 1

Example Bidder 2

[S4-Q7] H&S Policy

Overall - Technical and deliverability criteria - Deliverability - Health & Safety - Health and Safety (Train Works) - [S4-Q7] H&S Policy

Example Bidder 1

PreviousNext

Bidder Instructions

Please provide a copy of the Applicant's policy for health and safety management (full policy, not just the policy statement), appropriate to the scope of works to be undertaken which complies with legal requirements and other relevant international, European or British standards.

- prescribes how H&S is managed
- is compliant with the requirements of ISO18001
- demonstrates continual improvement

Policy document: no page limit

Please name the file '[S4-Q7] H&S Policy'

Score	Score guidance
Excellent confidence	The applicant has submitted a health and safety policy that references other company policies and procedures, complies with the requirements of BS OHSAS 18001, complies with legal requirements and is appropriate for Ground Investigation. The policy has been subject to audit and revision and clearly demonstrates continual improvement.
Good confidence	The applicant has submitted a health and safety policy that complies with the requirements of BS OHSAS 18001, complies with legal requirements and is appropriate for Ground Investigation. The policy has been subject to audit and revision and clearly demonstrates continual improvement.
Confidence	The applicant has submitted a health and safety policy that complies with legal requirements and is appropriate for Ground Investigation. The policy has been subject to audit and revision and clearly demonstrates continual improvement.
Acceptable	The applicant has submitted a health and safety policy that complies with legal requirements and is appropriate for Ground Investigation.
Major concerns	Organisations employing more than 5 individuals: Policy fails to meet legal requirements or is not appropriate for Ground Investigation. Organisations employing 5 or less individuals: Policy/statement fails to meet legal requirements or is inappropriate for Ground Investigation.

Bidder's Documents

[S4-Q7] H&S Policy.docx

Example Bidder 1

18/03/15 16:12

Evaluate Non-commercial

Score

test2

Answer

Acceptable

Rationale

The attached policy complies with legal requirements and is appropriate for Ground Investigation. However there is no evidence of audit and revision and does not demonstrate continual improvement. These factors are required to score higher

Status

Complete

Use this Answer

Score

Answer

Not entered

Rationale

Excellent Confidence

Good Confidence

Confidence

Acceptable

Major concerns

Status

Not Started

Authority Issues (from Evaluators)

AllMyTo DoPublished

ID	Subject						State	Modified
AI-0004	H&S Policy - date						Open	18/03/15 16:21

Create Authority Issue (from Evaluator)

Slide 33

Etendering systems

Evaluate Non-commercial

Score

test2

Answer

Acceptable

Rationale

The attached policy complies with legal requirements and is appropriate for Ground Investigation.
However there is no evidence of audit and revision and does not demonstrate continual improvement. These factors are required to score higher

Status

Complete

Use this Answer

Score

Answer

Not entered

Rationale

Excellent Confidence
Good Confidence
Confidence
Acceptable
Major concerns

Status

Not Started

Authority Issues (from Evaluators)

AllMyTo DoPublished

Reset

ID	Subject						State	Modified
A1-0004	H&S Policy - date						Open	18/03/15 16:21

Create Authority Issue (from Evaluator)

Etendering systems

d. Individual User Progress

Shows graphical and fractional progress of all users and all submission (in scope of process step).

Created at 18/03/15 16:44:18

Columns Questions Submissions Answers Measures			
Measure	Answer Books	Progress	Completed
Information and Compliance	Arlene Edwards (Commercial Evaluation)	<div><div></div></div>	7/7
PassFail	Damian East (Technical Evaluation)	<div><div></div></div>	2/2
PassFail	John Willacy (Technical Evaluation)	<div><div></div></div>	2/2
PassFail	Lee Townsend (Technical Evaluation)	<div><div></div></div>	2/2
PassFail	Arlene Edwards (Commercial Evaluation)	<div><div></div></div>	34/34
PassFail	Arlene Edwards (Financial Evaluation)	<div><div></div></div>	3/3
PassFail	Damian East (Financial Evaluation)	<div><div></div></div>	0/3
PassFail	Lee Townsend (Financial Evaluation)	<div><div></div></div>	3/3
Score	Damian East (Technical Evaluation)	<div><div></div></div>	6/6
Score	John Willacy (Technical Evaluation)	<div><div></div></div>	6/6
Score	Lee Townsend (Technical Evaluation)	<div><div></div></div>	6/6
Score	Arlene Edwards (Commercial Evaluation)	<div><div></div></div>	5/5
Score	Arlene Edwards (Financial Evaluation)	<div><div></div></div>	3/3
Score	Damian East (Financial Evaluation)	<div><div></div></div>	0/1
Score	Lee Townsend (Financial Evaluation)	<div><div></div></div>	0/1
15 entries			


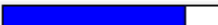


Etendering systems

_Final Results Summary

Overall, Decision Auto, Combined Result

Shows, for each submission, the current and best scores (inc Price) along with completed status. This report always shows the Authority Decision result.

Created at 18/03/15 16:56:18

Submission	Current Result	Current Result	Current Result	Completed
A	87.98/100	87.98%		100%
C	83.59/100	83.59%		100%
B	80.6/100	80.6%		100%
S	67.28/100	67.28%		100%

Extending systems

<input type="checkbox"/>	Highlight Best Bids						
<input type="checkbox"/>	Highlight Bid Exceptions						
	Threshold	AUD	30%				
	Currency	AUD					
PART A - GENERAL ITEMS / PRELIMINARIES							
	Reference	Product Description					
<input checked="" type="checkbox"/>	A.001	Method related charges - Accommodation & built up	130000		190000		200000
<input checked="" type="checkbox"/>	A.002	Accommodation and buildings; fixed charge	202000		240000		250000
<input checked="" type="checkbox"/>	A.003	Services; fixed charge	85000		90000		100000
<input checked="" type="checkbox"/>	A.004	Services; time related	67000		61000		50000
<input checked="" type="checkbox"/>	A.005	Equipment: Temporary Works, Time Related	29000		32000		40000
<input checked="" type="checkbox"/>	A.006	Equipment: Temporary Works, Fixed	59500		62500		60000
<input checked="" type="checkbox"/>	A.007	Equipment; Plant, Fixed	45000		20500		23000
<input checked="" type="checkbox"/>	A.008	Equipment; Plant, Time Related	12450		12600		12000
<input checked="" type="checkbox"/>	A.009	Equipment; Transportation	10000		8500		10000
<input checked="" type="checkbox"/>	A.010	Labour - Management & Supervision	70000		72000		60000
<input checked="" type="checkbox"/>	A.011	Labour - Administration	21000		21000		20000
<input checked="" type="checkbox"/>	A.012	Labour - Non Productive Labour and Attendance	9000		17500		15000
<input checked="" type="checkbox"/>	A.013	Bonds and Other General Preliminaries	12200		13000		13500
<input checked="" type="checkbox"/>	A.014	Additional Items	0		0		0
Subtotal			752150		840600		853500
Grand Total			752150		840600		853500

Extending systems

[illegible]


Etendering systems


▼ Project : **prj_1632 - Early Demolition Works**
ITT: **rfq_1694 - Main Station Works at Redhill**
ITT Status: **Closed: Awarded**
Response Last Submitted On: **16/03/2015 15:01:36**



My Response


Status is: **Response Successful**

Filter By:

 Search/Filter

 Export List to Excel

 Help for Suppliers 

	ITT Code	ITT Title	Project Code:	Buyer Organisation	ITT Status	Response Status	ITT Closing Date/Time
1	rfq_1692	Head Office Fit Out	prj_1631	BravoSolution Demo	Running	Declined To Respond	20/03/2015 12:00
2	rfq_1693	Maintenance Dredging	prj_1632	BravoSolution Demo	Running	Response To Be Submitted To Buyer	16/03/2015 17:00
3	rfq_1694	Main Station Works at Redhill	prj_1632	BravoSolution Demo	Closed: Awarded	Response Successful 	16/03/2015 15:15

Dear Supplier,

This is to inform you that BravoSolution Demo has completed Evaluation of the following ITT - Invitation to Tender on platform BravoSolution Demonstration Site:

Code: rfq_1694













Title: Main Station Works at Redhill

Buyer Evaluation decisions have been made at PQQ/ITT No ranking level as detailed below:

- You have been provisionally selected for Awarding

For further information, please contact the Buyer Organisation through the online messaging facility provided within the PQQ/ITT ("Messages" function)

Etendering systems

Final Supplier Ranking						
		Response Ranking Level	No ranking			
		Current Awarding Level	No ranking			
		Awarding comments	0	 Comments		
		ITT Reply File Attachments	0	 Attachments		
		Currency	GBP			
	Consortia	Supplier		Total Price	Confirmed Price	
		Contractor C 	0  Comments	752,150	752,150	 Details
		Contractor A 	0  Comments	853,500	853,500	 Details
		Contractor B 	0  Comments	840,600	840,600	 Details




Etendering futures

Etendering Futures

- Usage will continue to grow
 - EU Directive mandates etendering
 - Increased efficiency
 - Increased transparency
 - Increased reliability of results
- The world is moving to electronic everything
- BIM will drive adoption but also change the process

Q&A

The value of eTendering for Global General Contractors

I	GOVERNANCE	<p>eTendering solutions:</p> <ul style="list-style-type: none">• Allow to set rules and specific workflows• Guarantee traceability and transparency for the market and clients• Give visibility on the purchase activities to the Center and full autonomy at the worksite	
II	KNOWLEDGE SHARE	<p>All Buyers can:</p> <ul style="list-style-type: none">• Access all information on all events managed with eTendering solutions• Identify best practices for conducting their procurement process and interact with colleagues on specific topics (prices, contracts, discounts etc.)• Search and enrich supplier information (state classification, to contribute to the qualification and performance evaluation)	
III	EFFICIENCY	<p>The users of the full software suite:</p> <ul style="list-style-type: none">• Obtain several intangible organizational benefits such as:<ul style="list-style-type: none">– Increase in responsibility and faster access to data for rapid decision-making– Time reduction and efficiency in data entry and homogenous reporting according to global standards• ..and tangible benefits, like cost cutting of indirect costs (costs for resources, the cost of the offices, storage costs etc ...)	
IV	COMPETITIVENESS	<p>The General Contractors who use eTendering can also:</p> <ul style="list-style-type: none">• Reach more vendors, producing more competitive bids• Improve the commercial margins of the project (better purchasing costs)• Aggregate (more easily) purchase volumes on specific categories• Contribute to bid-to-bid phase creating local databases (prices and suppliers) to submit more competitive offers to acquire new business	