



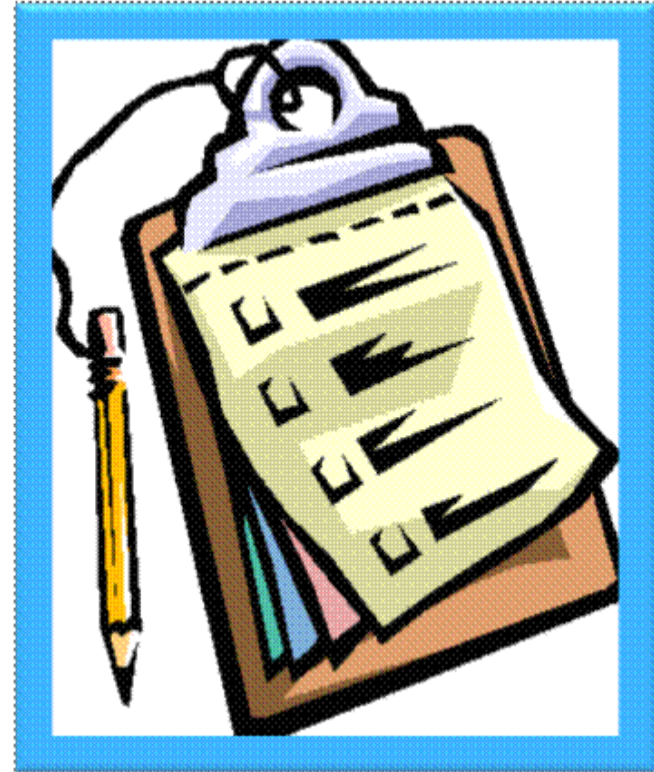
Department of Electronics & Information Technology
Ministry of communications Information Technology
Government of India



Bidder's View of Procurement and Role of Consultant

Agenda

- ❖ Bidder's View on Procurement
- ❖ Role of Consultant



What does a Bidder look for in a RFP

- ❖ Requirements analysis and SRS
- ❖ Administrative sanction at first
 - a. Are the terms and conditions acceptable
 1. Legal: What do you have to say?
 2. Finance: What do you have to say?
 3. Sales: What do you know about the deal?
 - b. What is the size of the deal?
 - c. How does prospects look like
 - d. How does pre-qualification look like?
 1. Who is our competition?
- ❖ Ok... Go ahead. Do something and improve strike rate

What does a Bidder look for in a RFP

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❖ Technical Sanction

- a. RFP read in detail
- b. Work estimation done
- c. What is sourced from within
- d. What is sources from outside
- e. Rates put together
- f. Technical proposal put together by pre-sales
 1. Forms filled out
 2. Experience certificates consolidated

What does a Bidder look for in a RFP

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- ❖ Technical Sanction
 - a. Peer reviewed
 - b. Prices fine tuned
 - c. Margin decisions taken
 - d. Financial and legal deviations put in
 - e. Bids put together into one piece
 - f. Bid submission
- ❖ Good number of people work on a bid
- ❖ It is hard work

Role of a Consultant

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- ❖ A working hand
- ❖ A writer
- ❖ Define the requirements well
- ❖ Conceptualize things well
- ❖ Think through possibilities
- ❖ What all could go wrong
- ❖ Estimate the price point
- ❖ Market the RFP product

Role of a Consultant

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- ❖ Spell out vision
- ❖ Believe in RFP
- ❖ Fight for defining criteria that is fair to all
- ❖ Produce what can be sold
- ❖ Do the needful to attract and qualify those who would deliver
- ❖ Know what is viable
- ❖ Be reasonable
- ❖ Call a spade a spade

Role of a Consultant

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- ❖ Don't assume while evaluating bids
- ❖ Evaluate based on what is given
 - a. Don't go by your knowledge of what the company has done
 - b. What is there in paper is what it is
- ❖ Do fundamental work
- ❖ Be willing to work long hours at critical times
- ❖ Have a good working relationship with all concerned
- ❖ Diligent

Do's and Don't's

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- ❖ Don't be biased
- ❖ Don't appear biased
- ❖ Don't be Careless
- ❖ Internal discussions remain internal
- ❖ Enable closure
- ❖ The Red Dot Strategy
- ❖ Present facts such that decision making is simplified