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

- 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

- 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

- 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

- 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

- 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

- 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