

TENDERBOARD

Bid / No Bid Assessment

Scoring

5 = Highly Positive 4 = Positive 3 = Neutral 2 = Negative 1 = Highly Negative

PROJECT NAME:	Score	Show Stopper?
BASIC REQUIREMENTS ASSESSMENT		
Can we meet all requirements in tender?		
Can we meet delivery timeframe?		
Are terms & conditions of project acceptable?		
Do we have enough relevant experience? Can we show our track record?		
Is this project a core competency of our business?		
Do we have enough time and resources to prepare the proposal?		

INTERNAL CONSIDERATIONS		
Does this align with our business strategy?		
Do we have the skills and resources to win and deliver successfully if we win?		
Do we have any advantages with this buyer that could tilt the playing field in our favor?		
Can we manage risks if deal is awarded to us?		
Will this deal put existing businesses at risk?		

MARKET / COMPETITIVE INFORMATION		
Is there an incumbent and do they pose a threat?		
Does tender requirements favor other competitors?		
Will winning deal build our reputation in industry?		
Will winning deal open new opportunities for us?		
Will winning give us an advantage over our competitors?		

Total Score	
Any Show Stoppers?	
Final Evaluation Y/N	