

◆ Common Delays in Tender Qualification Management



**A new contract opportunity has arrived.
The countdown begins with just 8 weeks
to submit your tender!**

But delays in sourcing and qualifying tender opportunities are commonplace. Days and weeks can easily pass, leaving limited time to deliver high quality tender submissions.

Do you experience any of these delays in your business?

SOURCING OPPORTUNITIES STAGE

Working Days

40

Possible Delays

Too Many Tender Notifications Received in Inbox

- ◆ No defined targeting strategy
- ◆ Multiple Procurement Portals used
- ◆ Minimum/incorrect search criteria (procurement codes/keywords etc.)

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Time Consuming Assessment

- ◆ Duplicate or irrelevant opportunities to be filtered and deleted
- ◆ Mismatched opportunities sent through for qualification
- ◆ Best-fit opportunities missed or not prioritised

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Documents Downloaded from Procurement Agency

- ◆ Forgotten login credentials or reset of passwords
- ◆ Stored on local drive with no directory structure
- ◆ Inaccessible to Sales Team, so needs emailing across

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Difficulties in Sales Team Allocation

- ◆ Notification sent to wrong salesperson
- ◆ No prioritisation set for required action
- ◆ Notification buried in salesperson's emails

QUALIFYING OPPORTUNITIES STAGE

Working Days

36

Possible Delays

Salesperson Receives Notification but Away on Holiday

- ◆ No cover in place so no action taken
- ◆ Lack of documented process so no escalation
- ◆ No record of action being taken or not

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Salesperson Returns to Work

- ◆ Busy catching up with other work
- ◆ Notification emails lost in backlog
- ◆ Out seeing clients

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Salesperson Starts Qualifying Opportunities

- ◆ Manual duplicated data input to spreadsheet or CRM
- ◆ Needs to re-download Procurement Agency documentation
- ◆ No indication given of priority opportunities for immediate action

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No Defined Qualification Process

- ◆ Limited qualification criteria available
- ◆ Inconsistent decision making across sales team
- ◆ Opportunities qualified unaligned to business plans and goals

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Delayed Approvals Stage

- ◆ No formal sign-off process
- ◆ Sales Manager away from the workplace
- ◆ Escalated to full Management Team

CREATING SUBMISSION STAGE

Working Days

20

Possible Delays

Delayed Handover to Bid Team

- ◆ Project Team not defined or receive early notification
- ◆ Not all collaborators in attendance at the briefing meeting
- ◆ Documentation and sales insight not easily accessible

Your Bid Team now only has 4 weeks left to craft high scoring tender responses, secure approvals and submit your bid!

Is this really enough time?

Is now the time to adopt new practical strategies and improvements to streamline your opportunity sourcing and qualification processes?

Check out our FREE eBook 'A Practical Guide for Bid Management Excellence & Success: Smarter Tender Opportunity Management'

Yes Please to FREE eBook