

# Quick Tips for Bid Management Excellence & Success

## ◆ Step 9: Progress & Results Monitoring



Tendering is about delivering quality work to critical tight deadlines! Proper insights are needed to manage resources, performance and improvements.

Your Sales, Bid, Operations and Management Teams will need access to up-to-date information to make numerous decisions on a daily basis. Finding, collating and analysing this data may be challenging and time consuming. The accuracy and depth of information available will impact the quality of decisions and subsequent bid management success.

Comprehensive databases, smart analysis tools and dashboards will deliver greater insights and understanding of project progress, roadblocks and issue resolution. Results reviews will help steer development of improved tender responses and win probabilities.

### Overview

- ◆ **Risks:** Lack of insight into all elements of your bid management journey from opportunities to bid and contracts delivery, will impede progress as well as resource and issue identification and resolution. Without review and analysis of results, learning and improvements are limited, resulting in repeated mistakes and lower win probabilities.
- ◆ **Action:** Set clear performance indicators and metrics to regularly assess progress and performance.
- ◆ **Result:** Stronger team and individual accountability, quicker issue identification and resolution, with better-informed results analysis for both won and lost bids.
- ◆ **Benefit:** Optimise resources and deliver ongoing continuous improvement for bid management processes and tender submissions.



This Guide forms part of the [10 Step Guiding Principles](#), a Best Practice Bid Management philosophy developed by the TenderEyes Team. Based on a wealth of first-hand operational, executive and bid governance experience and collaboration with highly knowledgeable corporate bid teams.



## Best Practice Goals

- ◆ Define your Key Performance Indicators, required reporting metrics and outputs for all areas of the opportunities, bids and contracts process.
- ◆ Ensure required information is properly managed, accurate and current as well as easily accessible to all stakeholders.
- ◆ Provide analysis tools and dashboards for easy tracking and interpretation of data for faster insights for pipeline, project progress, delays and results.
- ◆ Undertake regular benchmarking and review of performance to identify areas for ongoing improvement and ideas for new innovation.

## Digital Transformation

The adoption of an enterprise bid management solution will help address the complexities of the bid process and challenging collaboration between the multiple internal and external stakeholders.



## TenderEyes Business Analytics Module

### Dashboards

Comprehensive set of dashboards to cover end-to-end opportunity, bid and contracts monitoring.

### Task Monitoring

Access task lists, Kanban boards, charts and heat maps for allocation, progress and completion analysis.

### Customised Reports

Integrate Microsoft PowerBI to deliver bespoke dashboards and reports.

### Projects Overview

Assess opportunity pipelines, project Gantt charts, bid stages, contractors work and contracts progress.

### Scoring Analysis

Easy analysis and breakdown of historical tender scores depicted in heatmaps and charts.

### Information Sharing

Easily export data to Microsoft Excel and Word for additional analysis and reporting.



## Interested in Taking a Deeper Dive?

Let our team show you how the TenderEyes Enterprise Bid Management Solution can help transform your tender processes and success!

[Book My Demo](#)

## ◆ About TenderEyes

TenderEyes is the leading Enterprise Bid Management solution designed to empower end-to-end opportunity, tender and contract success.

The scalable, configurable platform includes powerful intuitive tools, workflow automation and in-built best practice, all to deliver smarter collaborative working.

Proven across teams, divisions and geographies within long-standing global top tier customers and across multiple sectors in 24 plus countries in 5 continents.

**Empowering Bid Excellence & Success!**

## ◆ For further information please contact:

TenderEyes Software Ltd  
Oakwood  
Grove Business Park  
White Waltham  
Berkshire SL6 3LW  
United Kingdom

+44 (0)333 5774644

[enquiries@tendereyessoftware.com](mailto:enquiries@tendereyessoftware.com)

[www.tendereyessoftware.com](http://www.tendereyessoftware.com)