



Bid Smart

Bids, Tenders and Proposals Podcast

Show Notes – Bid or No-Bid Decision

If you are a Contractor and you often put bids in to win Contract, then you would be familiar with the term, “Bid or No-Bid” or “Go or No-Go” when you are deciding whether to go for a particular work or not.

The decision can be based on a number of factors that has to do with what your company is doing at the time, the proposal itself, the competition in the market and the solution you would be providing.

In this podcast, we cover the following things that the company must consider in deciding whether you will put the time and resources towards the bid or not.

- The Request for Proposal you are addressing;
- How the submissions will be evaluated;
- What Competition you have out there;
- The Solution you can propose;
- The Price at which you can do the work; and
- What is the Incumbent Contractor doing.

No.	Question	Yes/No	Comments
A	The Request for Proposal/Bid/Tender		
1	Do you clearly understand and can supply the deliverables?		
2	Do you clearly understand and can meet the schedule?		
3	Will the Customer adhere to the schedule published in the RFP?		
4	Will your internal and external partners commit to supplying the resources necessary?		
5	Are our point of difference unique and interesting to the prospect?		
6	Can the customer justify your selection based on your point of difference and the cost?		
B	Evaluation		
1	Do you know the evaluation process the customer will use?		
2	How does our solution rate against the evaluation criteria?		
3	Are you able to meet all the evaluation criteria?		

C Competition	
1	Do you know who your competitors are and how you stack up against them?
2	Do you know how the customer perceives your competitors?
3	In comparison to the competitors, do you have strong, relevant examples, testimonials, references and case studies?
D Solution	
1	Does your solution and management approach add value to the customer?
2	How does the technical solution differentiate you from other providers?
3	How can you fill in any remaining solution gaps?
E Price	
1	Do you know what your price should be to win the contract?
2	Will your price be acceptable to the senior management?
3	Are you sure the customer has the budget for the project?
F Incumbency	
1	Is the incumbent beatable?
2	Do you have the capacity to assemble the strategies and resources to unseat the incumbent?
3	Can you provide evidence that you will do a better job of meeting all the needs of the customer?

Thank you for joining us on this episode and I hope that you found this information that I've shared with you valuable.

Remember you can get other show notes at www.bitsmart.com.au and of course don't forget to let us know if there are any specific topics that you want us to address. You can contact us via the bitsmart.com.au contact form.

Until next time.....Good luck with your bids, tenders and proposals.

Bid Smart Team

www.BidSmart.com.au