



## **A Web-based platform supporting tendering, bidding and contract negotiation**

Presentation: Ivan Silveri  
TXT e-solutions

Web site: <http://voyager.sund.ac.uk/e-ntry>





**TXT e-solutions** (I) [coordinator] with experience in system integration, e-business technologies workflow and GroupWare solutions



**Sunderland University** (UK) has expertise in systems supporting procurement in Public Administration.



**TEAM** (I) has experience in systems and products supporting the bidding processes in the Construction Industry.



**BMT** (UK) is a leading research organisation, and supplier of technology and services to the Shipbuilding Industry



**OTE** (GR) is the Greek Telecom Industry  
it covers the role of the tendering organisation




**INTRACOM** (GR) a supplier of telecommunication equipment; representing a typical bidder for private/public industry


## Overall Tendering/Bidding Process

Issue of RFI to potential bidders


Download and process CFT 

 Analyse and approve CFT proposal

Define bid responsible and structure 



 Prepare and publish CFT

Compose Bid 

 Evaluate Bids and publish results

Evaluate and submit Bid 

**Tendering process**

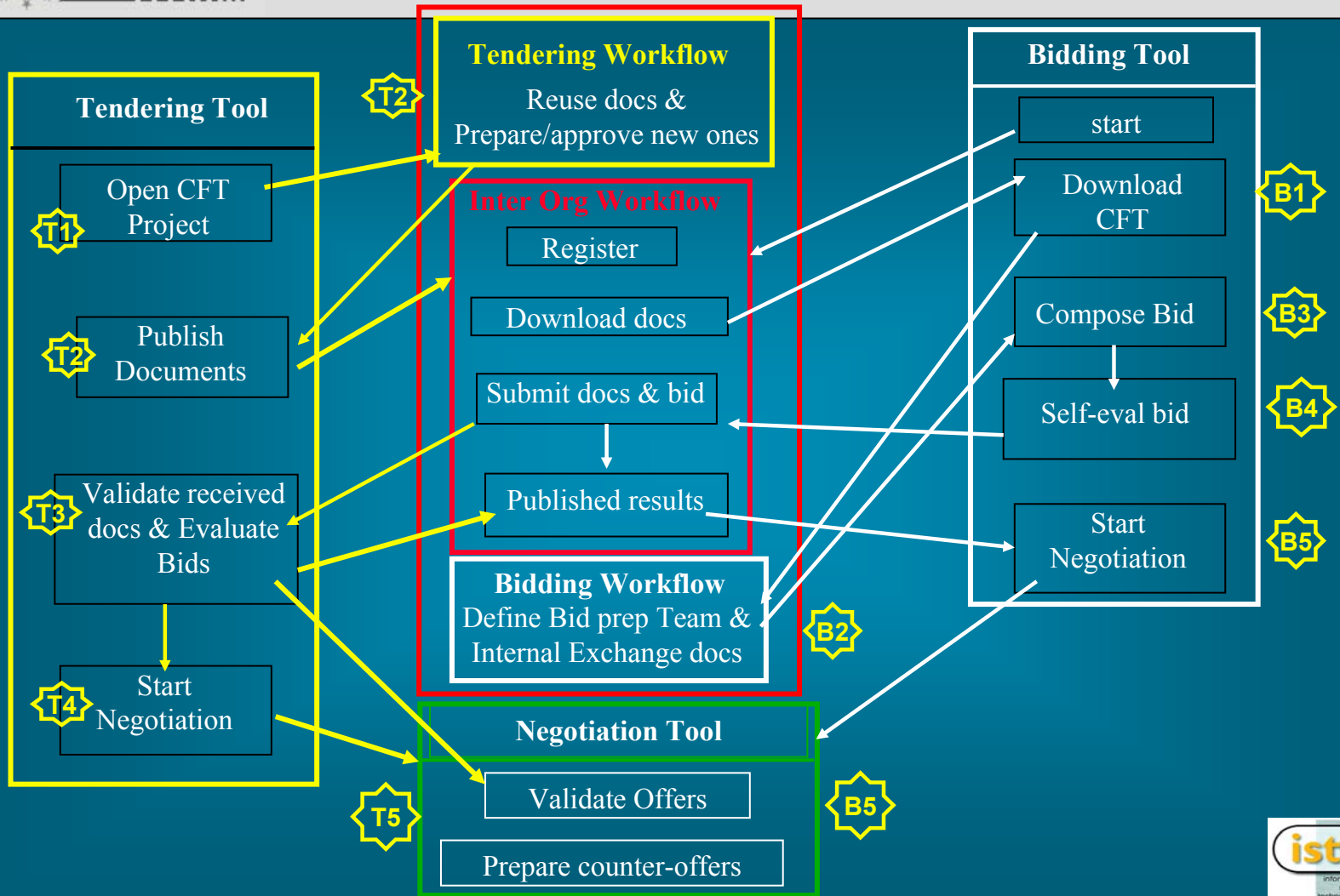
 Negotiate and prepare contract 

**Bidding process**

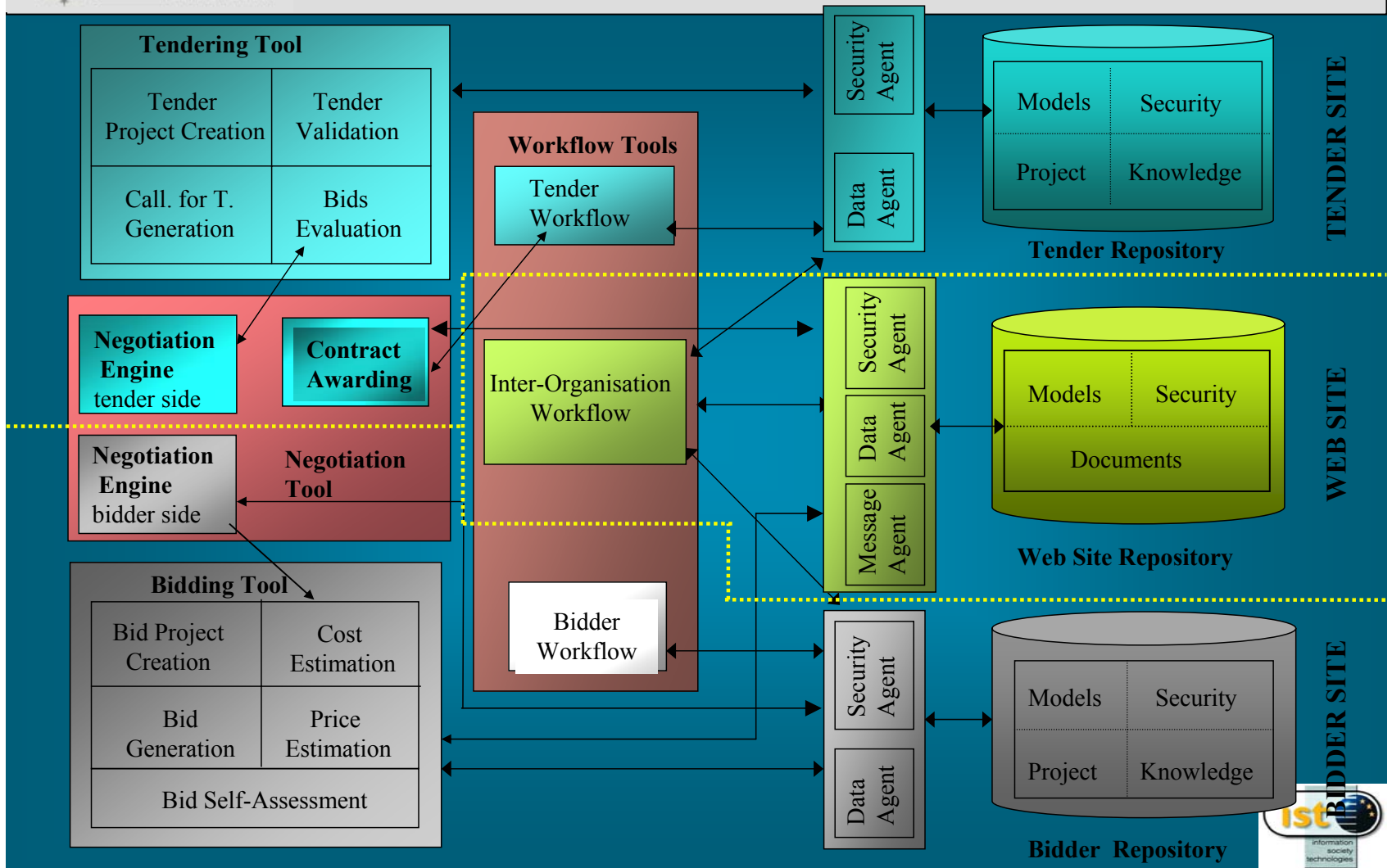
Out of E-NTRY scope

Installation, payment and after-sale support

- ☹ **paper based**
- ☹ **poor quality** of the produced documents
- ☹ **limited reuse of “past experiences”**
- ☹ **little transparency** (bid evaluation criteria, awarding results,...)
- ☹ **limited support** for the **co-ordination** of the activities and the control of the document **flow**



# Detailed Architecture



## ☺ **Reduced time and costs**

- ☺ Support to internal processes for document management and reuse of past documents
- ☺ decision support and information exchange support during negotiation

## ☺ **Increased quality of Tender documentation**

- ☺ XML/DTD to check the well-formedness of documents
- ☺ Support request for clarifications through the inter-organisation workflow, decreasing the need for meetings, phone calls etc, with bidders.

## ☺ **Increased transparency and openness within the tendering/bidding process**

☺ CFT document available on the web

☺ clarifications sent to all bidders

☺ evaluation criteria published on the web

## ☺ **Support to bidders for bid preparation and participation to all the phases of the Tender**

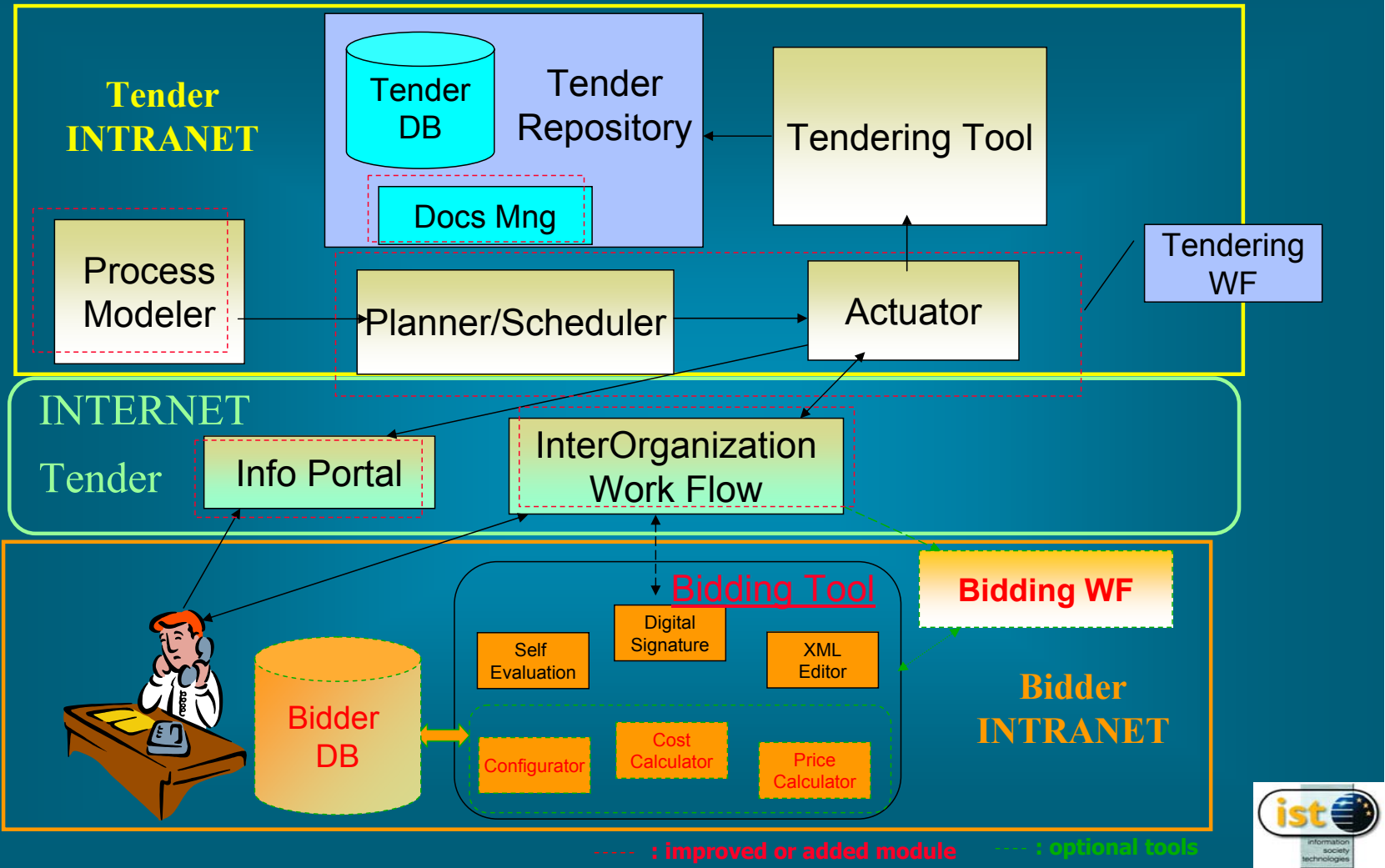
☺ Cost/price estimation

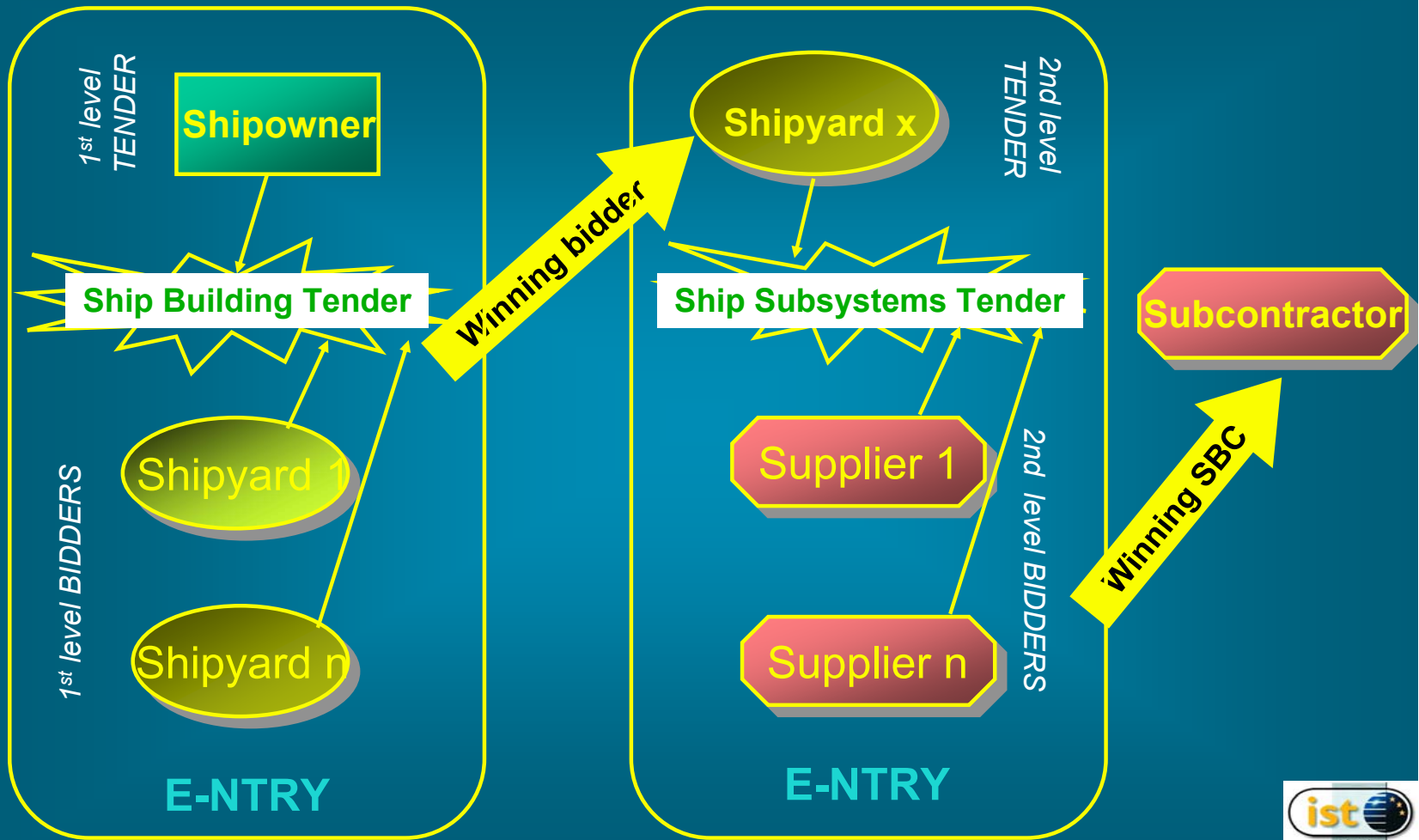
☺ Bid preparation

☺ Bid self-assessment



- **Stronger support to CFT preparation process & document management**
  - Activity & Document flow modelling
  - HR allocation
  - Document versioning
  - Improved reuse of documents/process templates
  - Improved searching functionalities
- **Improved support to inter-organisation workflows**
  - wf definition and administration simplified
  - graphical user interface are more intuitive
  - improved performances








Eva Coscia

E-mail: [eva.coscia@txt.it](mailto:eva.coscia@txt.it)

Phone: +39-010-4610378

+39-348-8084918

<http://voyager.sunderland.ac.uk/e-ntry/>


 10.10.2001  
 User: ioannou  
 Project: No Project Selected Yet  
[Logout](#)

[Home](#)
[Projects](#)
[Documents](#)
[Search](#)
[Account](#)
[Bid Eval.](#)
[Help](#)
[About](#)

---

Tender Abstract	
SUPPLIES	
1 Awarding authority details	OTE
2 Invitation to tender or CPV	11111
3 Object of the tender	High power amplifiers
4 Award procedure chosen	open
5 Address to download tender documents	http://besugo/admin
6 Address of Contact Person	ote@entry.net
7 Bid submission deadline (DD.MM.YYYY)	25.10.2001
8 Summary\Other information	
9 Date of Abstract Publication (DD.MM.YYYY)	16.10.2001

File Edit Tools About

Classes

**PRICE TREE**

- [-] HIGH POWER AMPLIFIERS
  - [-] STATION THP-01A
    - TWT AMPLIFIERS 2.2
    - IPA
    - SWITCHING SYSTEM
    - LINEARIZER
    - DUMMY LOADS
  - [-] HPA'S MONITOR & CONTROL
  - [-] THREE YEARS SPARE PARTS
  - [-] INPLANT SERVICES

Price Module

Name of Bid:  G.markup %  Discount:

Cost Of Bid[Euro]:  Price of Bid[Euro]:  Price[Euro]:

Name	Descrip...	Cost	Markup%	T.Markup%	Price
IPA		150.00	0.00	0.00	150.00
TWT AMPLIFIERS 2.25 KW		300.00	0.00	0.00	300.00
LINEARIZER		150.00	0.00	0.00	150.00
SWITCHING SYSTEM		120.00	0.00	0.00	120.00
DUMMY LOADS		10.00	0.00	0.00	10.00
PENTIUM 800 MHZ, 248 MBYTE RAM PC		1 000.00	0.00	0.00	1 000.00
20 GBYTE HD		323.00	0.00	0.00	323.00
FLOPPY DISC DRIVE		70.00	0.00	0.00	70.00
SELECTIVE POWER METER 7 GHZ UPLIN...		175.00	0.00	0.00	175.00
MODEL 4995 9 WAY SHF SWITCH C-BAND		88.00	0.00	0.00	88.00
OPERATING SOFTWARE		88.00	0.00	0.00	88.00
THREE YEARS SPARE PARTS		36 200.00	0.00	0.00	36 200.00
DESIGN & DRAFTING		200.00	0.00	0.00	200.00
PROJECT ENGINEER		180.00	0.00	0.00	180.00

**Totals:** Total Cost[Euro]:  Total Price[Euro]:  Markup:  >

*E-ntry*

*Solution to prepare Bids*

Oct 2001

30	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3
4	5	6	7	8	9	10



File Edit Tools About

Classes

**PRICE TREE**

- [-] HIGH POWER AMPLIFIERS
  - [-] STATION THP-01A
    - TWT AMPLIFIERS 2.2
    - IPA
    - SWITCHING SYSTEM
    - LINEARIZER
    - DUMMY LOADS
  - [-] HPA'S MONITOR & CONTROL
  - [-] THREE YEARS SPARE PARTS
  - [-] INPLANT SERVICES

**Price Module**

Name of Bid:  G.markup %  Discount:

Cost Of Bid[Euro]:  Price of Bid[Euro]:  Price[Euro]:

Name	Descrip...	Cost	Markup%	T.Markup%	Price
IPA		150.00	0.00	0.00	150.00
TWT AMPLIFIERS 2.25 KW		300.00	0.00	0.00	300.00
LINEARIZER		150.00	0.00	0.00	150.00
SWITCHING SYSTEM		120.00	0.00	0.00	120.00
DUMMY LOADS		10.00	0.00	0.00	10.00
PENTIUM 800 MHZ, 248 MBYTE RAM PC		1 000.00	0.00	0.00	1 000.00
20 GBYTE HD		323.00	0.00	0.00	323.00
FLOPPY DISC DRIVE		70.00	0.00	0.00	70.00
SELECTIVE POWER METER 7 GHZ UPLIN...		175.00	0.00	0.00	175.00
MODEL 4995 9 WAY SHF SWITCH C-BAND		88.00	0.00	0.00	88.00
OPERATING SOFTWARE		88.00	0.00	0.00	88.00
THREE YEARS SPARE PARTS		36 200.00	0.00	0.00	36 200.00
DESIGN & DRAFTING		200.00	0.00	0.00	200.00
PROJECT ENGINEER		180.00	0.00	0.00	180.00

**Totals:** Total Cost[Euro]:  Total Price[Euro]:  Markup:  >

*E-ntry*

*Solution to prepare Bids*

Oct 2001

30	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3
4	5	6	7	8	9	10