Commerce Decisions
A QINETIQ company

ADVANCE™

Commerce Decisions has been supporting bidders for over 10 years with its independent bid review service, focusing attention on the buyer's priorities and supporting the development of compelling, coherent proposals. Our service has been proven to add up to a 7% increase in bid score and is now further augmented by the ADVANCE™ software tool; enhancing our bid support service to offer further time savings and process improvements.

Delivering time savings and process efficiency

The ADVANCE™ software tool has been purpose built to help Bid Managers by giving them a central place to manage and mature their bid submissions, regardless of where in the world their team is. Typically Bid Managers try to manage and submit bids using a cross section of spreadsheets, SharePoint, internal network drives and/or email; which contributes to Bid Managers being over stretched and struggling to submit quality bids on time. ADVANCE™ will help relieve this pressure, deliver significant time savings and empower Bid Managers, regardless of whether it is deployed on a one-off bid or as part of an organisation's corporate bid process.

Submitting bids with the highest chance of success

ADVANCE™ empowers a Bid Manager to create a Target Score for each of the questions which can then be fed into multiple reviews - each with their own respective checkpoints - for each review different authors and reviewers can be assigned and contribute towards the bid. Each answer can be matured and improved until such time that a Bid Manager is content to lock down the individual answer into a read only view. This effectively gives Bid Managers absolute confidence and control around the quality of the answers that make up the overall bid response.

Bidding where AWARD® is being used by the Authority

Bid Managers can easily export the AWARD® configuration file created by the Authority (within the Supplier Interaction Portal) and import it into ADVANCE™. Similarly, once a bid submission is complete a Bid Manager can export their response from ADVANCE™ and import it into AWARD®, delivering significant time savings.

ADVANCE™ will provide insight and clarity on what the responses to the individual questions look like from an evaluator's perspective. In effect, the preview option inside ADVANCE™ will de-mystify what an evaluator will see when they are using AWARD®.

"Working with Commerce Decisions definitely improved the quality of our bid and helped us to win this important contract."

Andy Toms, Sales and Marketing Director, J+S Ltd

How does the dashboard help a Bid Manager mature a bid, once a review has taken place?

The dashboard has four key indicators which shows the maturity of each question response against the target score set for it at the outset of the bid process:

- **Target:** The combined target score showing what the overall bid should reach, based on the Answer Planning work done upfront

- **Current Prediction:** The score the bid is currently predicted to hit overall

- **Total Potential Gain:** The combined number of marks that are currently being left on the table while not all targets have been met

- **Advisories:** The Bid Manager will be alerted if a compliance/non-scoring question hasn't hit its target, if a question has no authors assigned to it or if a review hasn't yet taken place on a question

How has ADVANCE™ been built and how secure is it?

ADVANCE™ has the same IT architecture principles and data centre security setup as AWARD®. This ensures that ADVANCE™ clients benefit from the same quality and security assurance as that experienced by the Authority.
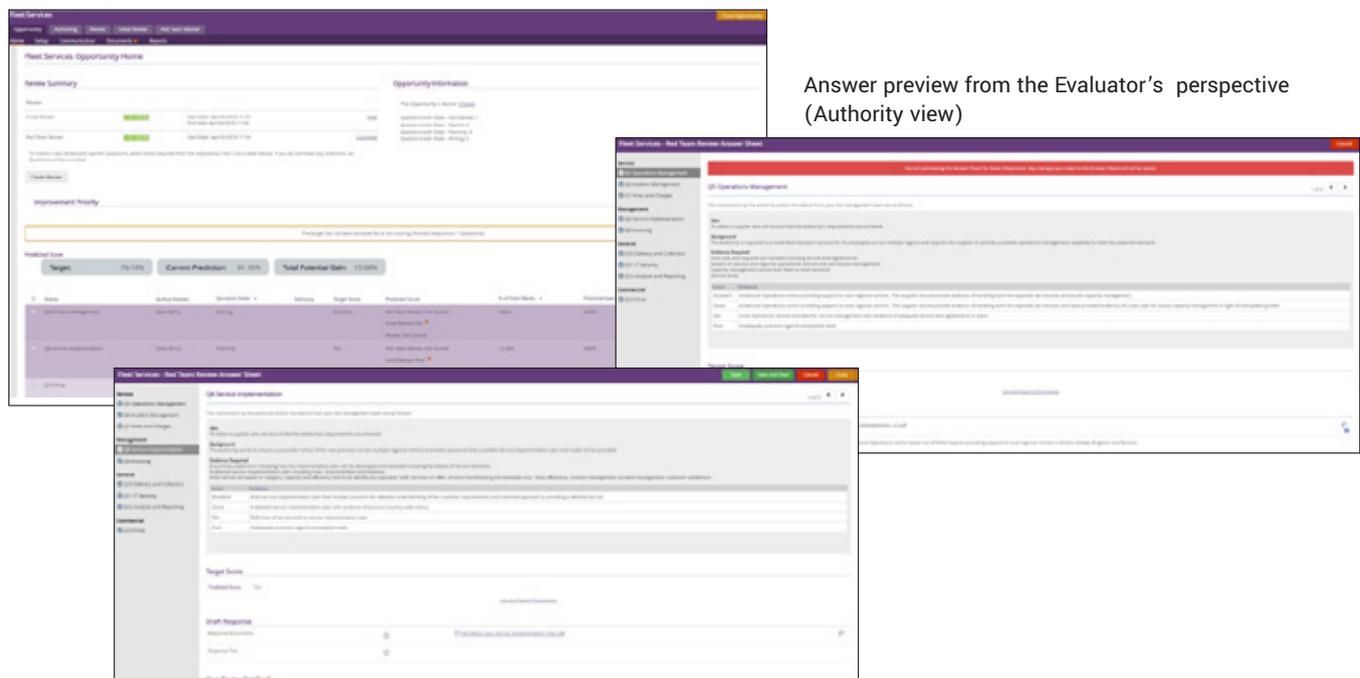
Can I use ADVANCE™ to mature my bid if I'm not bidding into an opportunity using AWARD®?

Yes absolutely. A Bid Manager can easily import the questions and marking structure from an Excel® template, mature the bid and then when ready they can export all the answers and relevant documents into an easy-to-read zip file.

How does the AWARD® configuration export file work?

The Authority's Supplier Interaction portal provides the option to export a TSV file which can easily be imported into ADVANCE™ or opened and read in Excel®. The file will include the AWARD® configuration as created by the Authority.

Bid Manager's Dashboard

Answer preview from the Evaluator's perspective (Authority view)

Reviewer Scoring and Feedback

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