Bid Process Management

Respond quickly to Request for Quotes with bids that accurately reflect customer requirements.

In today's competitive global marketplace, the ability to respond quickly and accurately to Requests for Quotes can give you the added edge you need to win contracts. glovia.com Bid Process Management (BPM) lets you process, manage, and document customer RFQ's, and develop consistently precise bids for materials and/or service contracts.

Defining the RFQ

Bid Process Management (BPM) gives you the tools you need to register a RFQ and break it down into a complete set of customer requirements. BPM then categorizes requirements and lets you view them from several perspectives. This gives you an efficient method for understanding the RFQ.

Identify Different Views

By providing multiple views of the RFQ, BPM lets you see how a particular requirement impacts sales, materials, services, delivery and billing. It accesses the Estimating and Contract Management applications to provide a fully integrated process for responding to a RFQ.
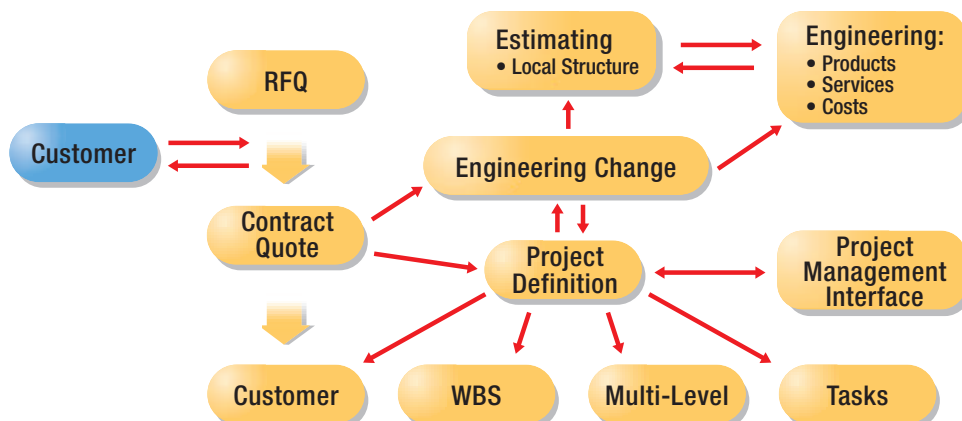
Structuring the Quote

BPM structures a quote that satisfies the needs of users from all areas of your enterprise. You can access pre-existing templates or develop new ones to easily prepare a winning quote. Additionally, BPM can define billables and deliverables to many levels of detail and establish budgets for contract and project phases including pre-contract award products and services.

The Contract Quote / Project View of Demand:

- Design engineer is part of the sales negotiation team
- Product requirements may be for a new product or for a different design of an existing product
- Design engineer charges his time to a Project that can be linked to the quote and be billed to the prospect regardless if the contract is won

GLOVIA

Build Customer Unique Items

Bid Process Management enhances flexible negotiation of proposed price, schedule and content of customer deliverables. It does this by way of glovia.com unique tools. Estimating Worksheets and Sales View Builder Lists allow for customer unique items to be modified to optimize customer satisfaction and profitability. The Sales View Builder allows for the selection of options to meet unique requirements. Multi-level rules monitor that selection to ensure deliverables meet design standards.

Establish a Flexible Billing Process

BPM supports both progress billing, based on pre-established triggers, and mixed-event billing, based on unrelated events. This gives you flexibility to analyze different billing arrangements and create payment plans that work for both you and your customer.

Converting a Quote to a Contract

BPM makes it easy to generate iterative bids and develop a quote that ultimately wins the contract. Once the bid is accepted, the module will convert the quote into a contract and the prospect into a customer within the glovia.com system. You can view the required follow-on activities for your new customer so nothing "falls through the cracks" during this critical time.

Sales View

- Job Identification
- Price to be paid
- Delivery date

Materials View

- Defines materials by line item
- General to specific detail structure
- Defines material items and quantities that must be shipped

Service View

- Defines services to be delivered
- Quantity to be delivered
- Identifies service duration

Delivery View

- Defines delivery schedule of material view lines
- Defines customer location to which delivery is to be made

Billing View

- Enables Progress Billing
- Enables Mixed Event Billing
- Establishes Billing Milestones
- Establishes Billing Triggers

Pricing Methods

- Calculated Amount based on rolled up list prices
- Calculated Amount based on rolled up costs plus margin
- Manually maintained
- Amount derived from Sales Catalog

Inquiries and Reports

- RFQ status
- Cash Flow Analysis by Quote
- WIN/LOSS Reporting
- Contract Quote Status

Glovia International

Visit our Web site at www.glovia.com.

With offices worldwide, Glovia International is the leading provider of e-commerce solutions and world-class services for the digital marketplace. It is the only company to deliver a robust suite of business-to-business "transaction applications" that are fully scalable and seamlessly integrate with existing enterprise systems. With customers like Dell Computer Corporation, Panasonic, and Caterpillar, Glovia's technology enables Fortune 1000 companies to build and run the most advanced digital enterprises that boost their competitiveness in the rapidly evolving global digital economy. Glovia is a Fujitsu company.