



# Bid analysis — school complex

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9 bids · 7 lots · fictional document

## Fictional document — demonstration example

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**Fictional document**, produced for demonstration. **This report contains no ranking.** It contains scores, justifications and three questions — the award belongs to the client.

## Completeness

| Lot | Bidder                | Documents         | Missing             | Can be put right?      |
|-----|-----------------------|-------------------|---------------------|------------------------|
| 1   | Bertrand Construction | Complete          | —                   | —                      |
| 2   | Aubel TP              | Complete          | —                   | —                      |
| 2   | Verne Bâtiment        | <b>Incomplete</b> | Technical statement | Per the rules, cl. 6.2 |
| 3   | Loiret Charpente      | Complete          | —                   | —                      |
| 4   | Kane Isolation        | Complete          | —                   | —                      |

| Lot | Bidder          | Documents         | Missing                        | Can be put right?      |
|-----|-----------------|-------------------|--------------------------------|------------------------|
| 5   | Mareuil Fluides | Complete          | —                              | —                      |
| 5   | Halbran Énergie | Complete          | —                              | —                      |
| 6   | Roux Menuiserie | <b>Incomplete</b> | Ten-year insurance for the lot | Per the rules, cl. 6.2 |
| 7   | Sow Finitions   | Complete          | —                              | —                      |

## Scores against the stated criteria (price 40 · technical 40 · programme 20)

| Lot | Bidder                | Price       | Technical         | Programme | Total /100 |
|-----|-----------------------|-------------|-------------------|-----------|------------|
| 1   | Bertrand Construction | 34.2        | 31.0              | 18.0      | 83.2       |
| 2   | Aubel TP              | 28.6        | 36.5              | 16.0      | 81.1       |
| 2   | Verne Bâtiment        | <b>40.0</b> | <b>not scored</b> | 14.0      | —          |
| 3   | Loiret Charpente      | 36.8        | 29.5              | 20.0      | 86.3       |
| 4   | Kane Isolation        | 31.4        | 34.0              | 17.0      | 82.4       |
| 5   | Mareuil Fluides       | 33.9        | 32.5              | 18.0      | 84.4       |
| 5   | Halbran Énergie       | 33.7        | 30.0              | 18.0      | 81.7       |
| 6   | Roux Menuiserie       | 35.1        | <b>not scored</b> | 19.0      | —          |
| 7   | Sow Finitions         | 30.2        | 35.5              | 20.0      | 85.7       |

Every technical score refers, in the detailed report, to the sentence in the statement that justifies it. A score with no quoted sentence would be an opinion; with the sentence, it is a reading the committee can check.

## Three questions, put at the front

**1 · The two incomplete bids.** ☐ exclude · ☐ ask them to put things right (cl. 6.2) — the choice applies to both, or it creates an inequality.

**2 · Verne Bâtiment, lot 2, at –31% of the estimate.** ☐ request justification · ☐ request nothing. A low bid is not excluded because it is low.

**3 · Lot 5 — eleven unit prices identical to the euro** between Mareuil Fluides and Halbran Énergie. ☐ ask both bidders for clarification · ☐ take no action. The observation is factual; naming it is not.

**The third question is written without the word that comes to mind.** Eleven identical prices can come from one subcontractor pricing for two firms. The report records the coincidence and stops there: naming a cartel off a price table would be an accusation, and it is not levelled here.

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