Downloads without a bid — 11 tenders

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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Fictional document — demonstration example

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Fictional document, produced for demonstration. **No message goes out during a tender.** Contacting a bidder mid-procedure bears on equal treatment — and the message only has value after the close.

Tender	Packs downloaded	Bids submitted	Downloads without a bid
Highways	5	3	2
Building maintenance	4	2	**2**
Street lighting	3	2	1
Office cleaning	4	1	**3**
IT maintenance	2	2	0
Office supplies	3	2	1
School catering	2	1	1
Insurance	3	2	1

Tender	Packs downloaded	Bids submitted	Downloads without a bid
School transport	3	1	**2**
Grounds maintenance	3	2	1
Signage	2	1	1
Total	**34**	**19**	**15**

> **Nearly one download in two leads nowhere.** That figure already exists in your data and nobody adds it up — and it says nothing about the causes.

The message proposed, and its timing

Element	Value
Recipients	**Downloads without a bid only**
When sent	**8 days after the close**
Number of sends	**One**
Link to the award	**None**

The three questions

"Was the timetable too short? Did the scope not match your activity? Did a document in the pack stop you?"

> **The replies feed an annual note to procurement, by tender and never by firm.** A nominative record of firms that do not bid would have no legitimate use, and it would have others.

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