



What is kept — including missed tenders

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **Missed tenders are kept and presented**. It is the only honest measure of what the monitoring returns, and it is uncomfortable.

Item	Kept?	Why
The notice flagged	Yes	Retracing the path
The source and publication date	Yes	Measuring coverage
Conditions checked and unchecked	Yes	Justifying a decision
The deadlines	Yes	Follow-up
What was decided — bid, declined, missed	Yes	The only honest measure
Relevance score per tender	No	Would make people skip the reading

Item	Kept?	Why
Bid rate per salesperson	No	Would push bidding for the number
Probability of winning	No	Would rest on a non-comparable past

Tenders flagged and what followed, this quarter

Outcome	Tenders
Bid submitted	9
Declined after reading	32
Missed — flagged and never opened	6
Total	47

Six flagged tenders expired without the file being opened. That figure is the most useful in this document: it does not measure the monitoring, it measures what happens after it.

Why no relevance score

What a score would produce	Consequence
A tender scored 40%	Will not be opened
The rules unread	The criterion suiting you was in them
Sorting by score	Reproduces past wins, never new ones

To be set by the company

Retention period for flagged notices: _____ months

Retention period for decisions and their reasons: _____ months

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