



# Two tenders — eleven common documents

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

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Fictional document

## Fictional document — demonstration example

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**Fictional document**, produced for demonstration. **The agent does not say which is more winnable.** A 60% price weighting favours whoever is cheapest, which it does not know.

| Element                          | Tender A     | Tender B               |
|----------------------------------|--------------|------------------------|
| Buyer                            | Buyer 1      | Buyer 2 (neighbouring) |
| Notice published                 | <b>29/07</b> | <b>08/08</b>           |
| Submission                       | <b>04/09</b> | <b>18/09</b>           |
| Volume announced                 | <b>× 1</b>   | <b>× 3</b>             |
| <b>Price weighting</b>           | <b>40%</b>   | <b>60%</b>             |
| <b>On-site presence required</b> | <b>Yes</b>   | <b>No</b>              |

## The fifteen documents required

| Nature                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Documents | Common to both? |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------|
| LINDBERGH FORMATION — a simplified joint-stock company with share capital of €250,000 · Registered office: 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114 · SIRET 817 946 114 00029 · VAT FR 60 817 946 114 · "Blue Lemon Agent" trade mark · Training-provider registration no. 119 108 635 91 (Île-de-France prefect — this registration does not amount to State approval) · Qualiopi certified, no. 03896, for the "training actions" category · contact@bluelemonagent.ai · dpo@bluelemonagent.ai · Hosted in France. |           |                 |

|                         |           |                                         |
|-------------------------|-----------|-----------------------------------------|
| Administrative          | 6         | <b>6</b>                                |
| References and capacity | 4         | <b>4</b>                                |
| Financial               | 2         | <b>1</b>                                |
| Technical               | 3         | <b>0 — two different detailed needs</b> |
| <b>Total</b>            | <b>15</b> | <b>11</b>                               |

**Bidding on both does not cost twice one bid — about one and a half.** Eleven documents of fifteen are reusable, and the technical submission answers the same need.

## The two award grids

| Criterion               | Tender A   | Tender B   |
|-------------------------|------------|------------|
| Price                   | <b>40%</b> | <b>60%</b> |
| Technical merit         | 45%        | 30%        |
| Timescales              | 10%        | 10%        |
| Environmental criterion | 5%         | <b>0%</b>  |

The two grids reward different things. A technically strong and expensive company will read the first as an opportunity and the second as a risk — a reading only it can make.

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