Two tenders — eleven common documents

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The choice between the two is commercial, and the agent documents it.** A 60% price weighting favours the cheapest: so it sets out the eight comparable tenders submitted since 2022, and the two award grids side by side.

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

The fifteen documents required

Nature	Documents	Common to both?
Administrative	6	**6**
References and capacity	4	**4**
Financial	2	**1**
Technical	3	**0 — two different detailed needs**
Total	**15**	**11**

> **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	**40%**	**60%**
Technical merit	45%	30%
Timescales	10%	10%
Environmental criterion	5%	**0%**

The two grids reward different things. A technically strong and expensive company will read the first as an opportunity and the second as a wager — a reading only it can make, and the agent hands it the eight priced precedents to make it fast.

> **Request a demo with your own documents**
> This document is a fictitious example. To see the agent work on your own documents, request a demo from its page.
> https://bluelemonagent.ai/en/entreprises/cas-usage/assistant-de-veille-appels-doffres

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