

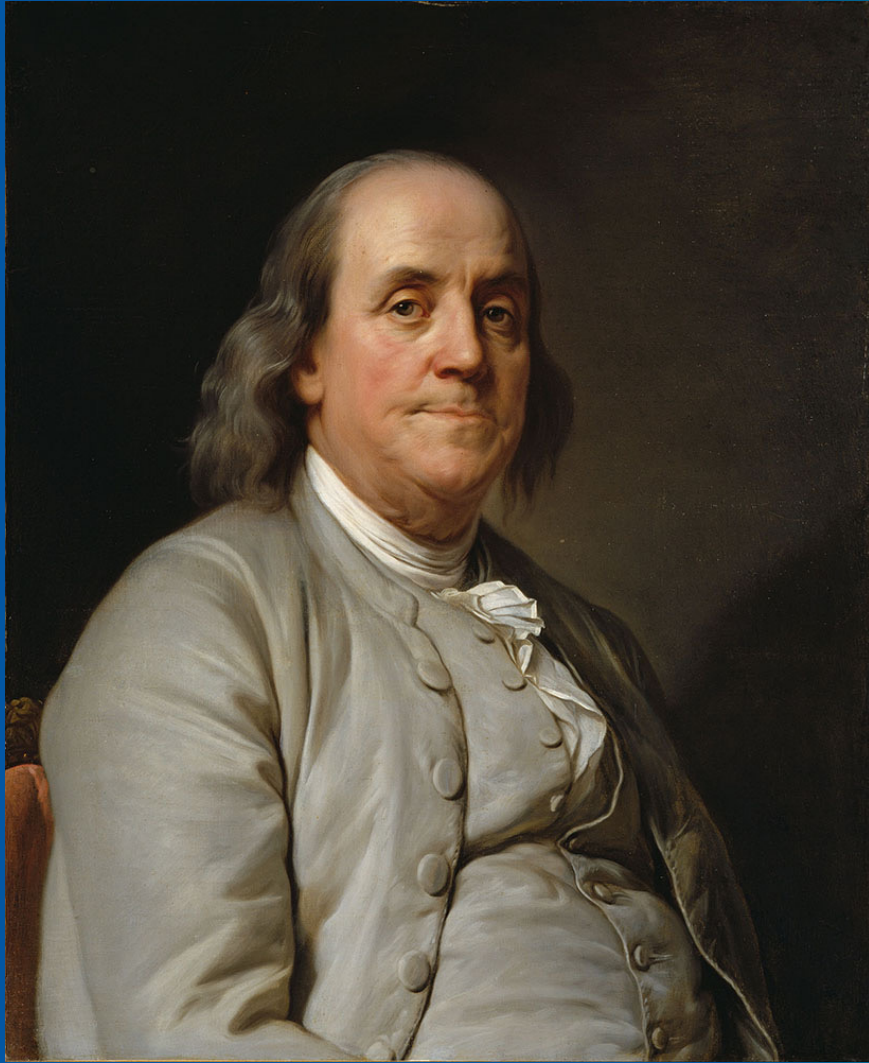


ProTendering
for
Value-based & quality driven procurement

John Murray 2023-07-10



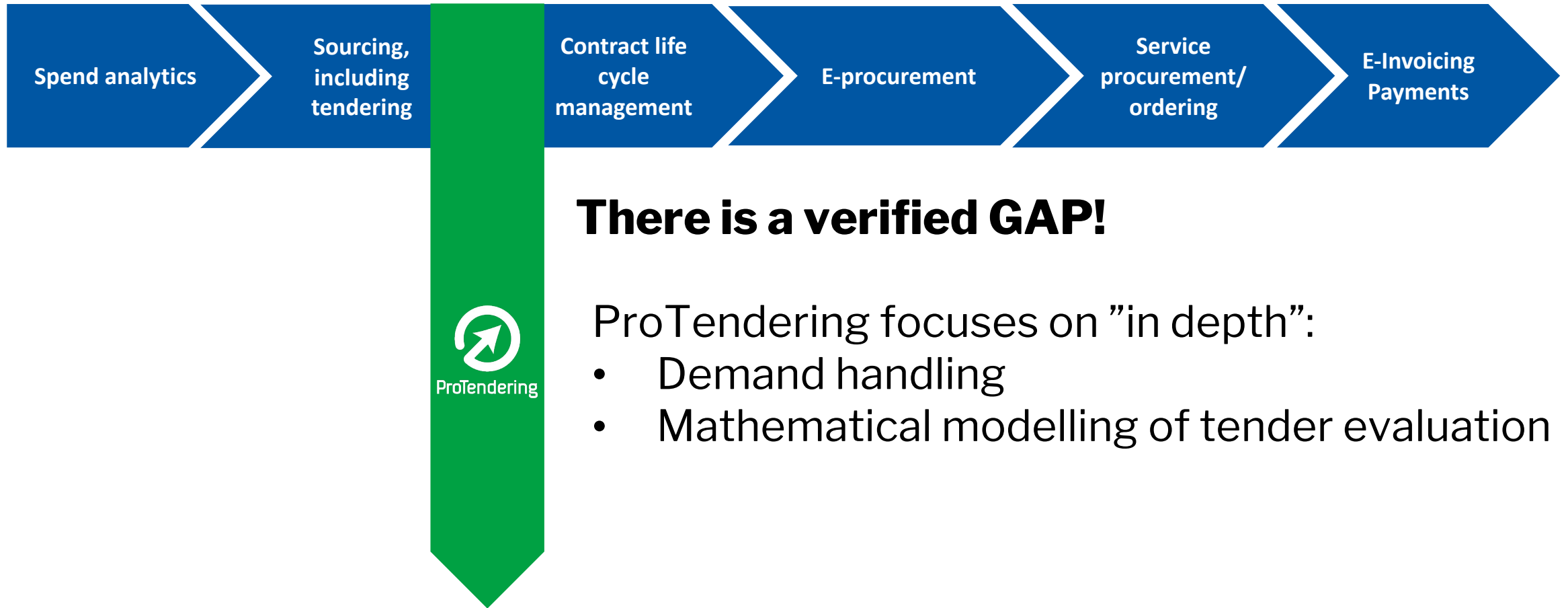
ProTendering

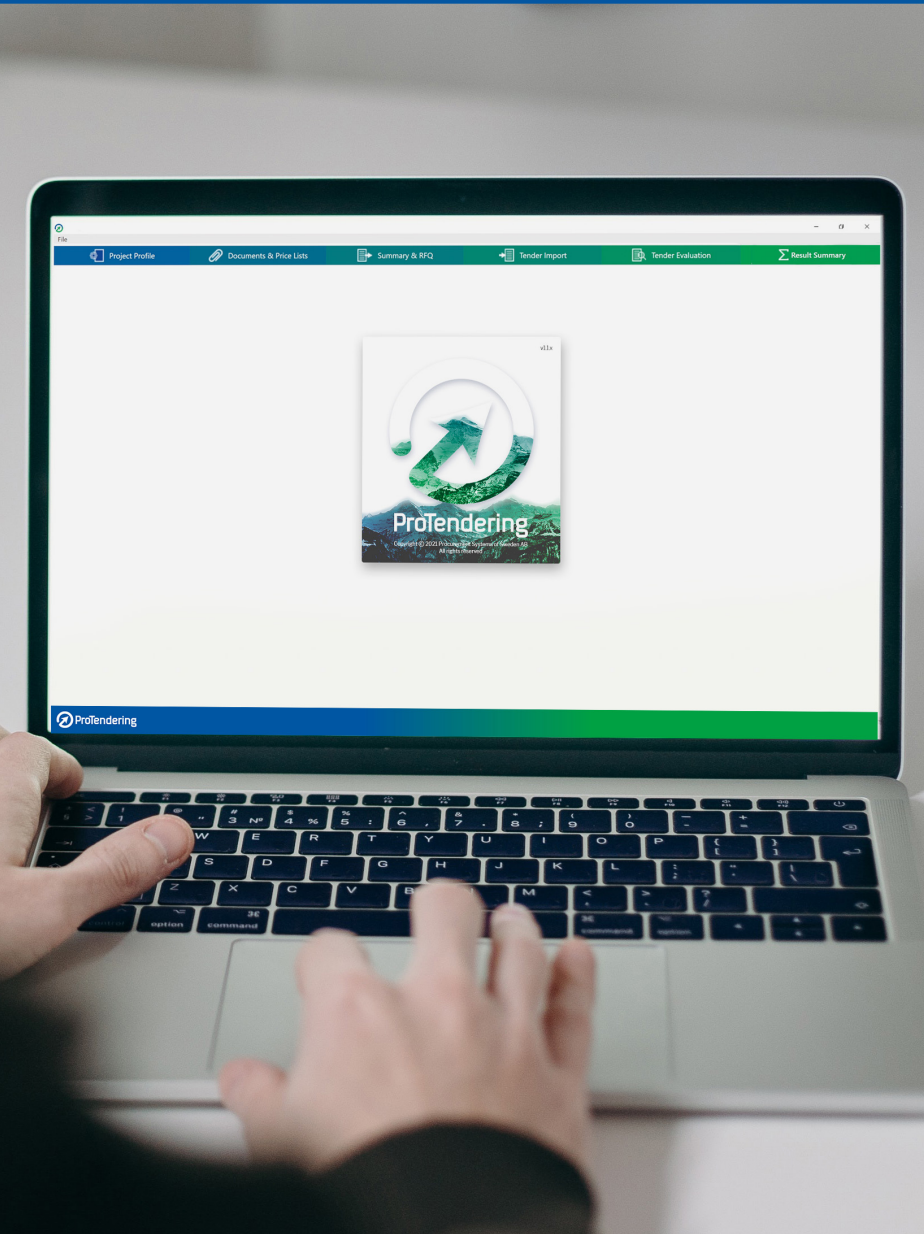


**The bitterness of poor
quality remains long after
the sweetness of low
price is forgotten**

- Benjamin Franklin

THE OVERALL PROCUREMENT PROCESS





About

- **ProTendering** was born from the insights of two senior purchasers on how to improve the RFP/RFQ process as well as enhancing the bid evaluation steps.
- **ProTendering** is a stand-alone procurement tool that enhances all other existing systems, without competing with them.
- **ProTendering** gives "best bang for the buck" and support TCO, instead of "low price - poor quality-problems".
- **ProTendering** - the digital system for demand handling and tender evaluation that truly improves the procurement process.

- **An RPA (robot)** that automates handling of demands, by extracting directly from Word and PDF documents

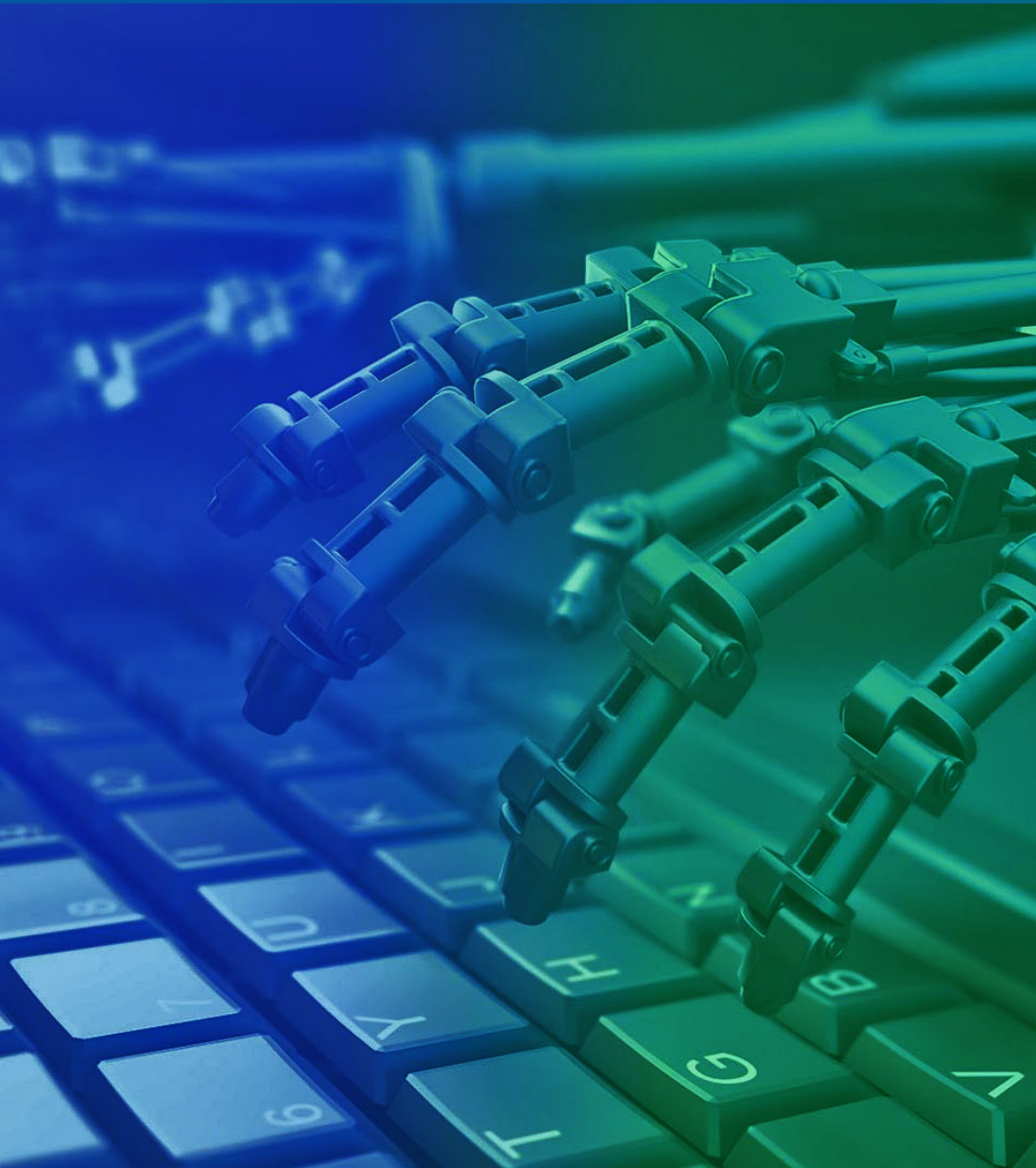
into an:

- **Advanced algorithm** with a predefined evaluation model where the purchaser steers outcome based on values, weighted towards costs

including:

- **Interfaces** for suppliers and reporting tools for purchasers for full transparency





What the RPA robot does

Automated handling of demands:

- Reads and interprets all background documents (Word, PDF, Excel).
- Extracts all demands identified by key words (Shall and Should or synonyms in all languages).
- Translates these into an automated evaluation model for quality and performance evaluation.
- Predefined functionality for evaluation towards functional demands and value-based criteria.
- Easy user interface to manage and optimize balance between demands, values and costs.



What the algorithm does

Advanced algorithm with a predefined evaluation model where the purchaser steers wanted outcome:

- Cost components vs
- Quality demands vs
- Performance demands vs
- Should demands
- Control of Shall demands.
- Fail-safe default values to support inexperienced purchasers and organisations as well as advanced purchasers.

Summering

Krav

Funktionella krav

Prislistor

Expandera alla

Fäll ihop alla

✓ 20.00% Functional demands and risk parameters

Kravtext

Viktighet

Premium company

Good company

Cheap company

The design and layout should make access easy and at the same time secure against electrical accidents

5

3

3

User interface for operators should be user friendly and clear

5

4

2

It should be clear and easy to navigate between different views and pages lead by intuition

5

4

3

Risk on time schedule for control system development and installation should be low

5

4

3

Powered by ProTendering

PSoS Space station - Ei, instrument, installation

Evaluation

Revision 1

Bid

Chapter Name

Demand Statement

Importance

Eval Compliance

Feedback/Motivation

Comment

Eval Compliance

Bid Compliance

Comment/Instructions

Comment

3.1 Electrical equipment

3.1.1 Standards

The design of the specified electrical equipment should be based on the listed standards.

Very Important

Mainly

Only listed standards used

Mainly

Mainly

Respond with "Only listed standards used" or if alternative standards have been used, list which standards that have been replaced and what standard has been used instead.

Only listed

3.1.2 General description

The Medium Voltage switchgear should be designed so that in case one of the incoming feeders fails, the total plant load shall be supplied by one feeder.

Critical

Fully

Fully

Fully

The Medium Voltage switchgear shall be designed so that in case one of the incoming feeders fails, the total plant load shall be supplied by one feeder.

Less Important

None

Partly

None

In this event, the coupling switch should close, and both bus bars are connected to one feeder.

Critical

Fully

Mainly

Fully

Describe design to meet this demand

Standard to EU sta

In the event of total power failure by public network, which means, both incoming feeders are powerless, the Emergency Power Station shall provide the necessary power.

Mandatory

Fully

Standard design according to EU standard AAA

Partly

Fully

An emergency power system, consisting of three Diesel-driven generators to create approx 127.0 kW, should be provided.

Very Important

Mainly

Mainly

Mainly

However the total generated power supply shall serve the whole plant and administration building without degradation.

Mandatory

Fully

Fully

Fully

The generators should be automatically synchronized with each other and can also be synchronized with the public network.

Very Important

Mainly

Mainly

Mainly

After a power failure has occurred, and the public network is again available, the emergency power should be synchronized with the public network, and when they are synchronized, then the emergency power should be disconnected from the public network.

Critical

Partly

Partly

Partly

Limited space juni 2022

Arkiv

Projektnamn

Dokument & prislistor

Summering & RFP

Anbudsinport

Anbudsvärdering

Resultatsummering

Summering

Krav

Funktionella krav

Prislistor

Filtrera leverantörer (3/3)

Expandera alla

Fäll ihop alla

29818550

Vinkelbormaskin Bosch GWS 22.180 LVI

2 500,00 kr

2 275,00 kr

1 825,00 kr

40006193

Vinkelbormaskin Makita DA3010F

4 000,00 kr

3 680,00 kr

3 040,00 kr

40086136

Rak Slipmaskin GS24-280 EL, Fein

3 000,00 kr

2 790,00 kr

2 370,00 kr

29849910

Varmflutspistol Steinel HG2320E 2300W

4 000,00 kr

4 240,00 kr

4 720,00 kr

29841636

Slipmaskin rak Flex H1127VE

4 450,00 kr

4 094,00 kr

3 382,00 kr

40065905

Kamerahuvid 17mm till Seasnake

4 900,00 kr

4 459,00 kr

3 577,00 kr

40065906

F r t ngare 90cm till Seasnake#

5 350,00 kr

4 868,50 kr

3 905,50 kr

29020165

Sm rjippel orion 509 1/8 NPTF RAK

500,00 kr

520,00 kr

560,00 kr

29433236

Koppling Diam. 15 mm invg nga 1/8"

600,00 kr

546,00 kr

438,00 kr

29020314

Sm rjippel orion 580 M10x1 RAK

700,00 kr

644,00 kr

532,00 kr

29435686

Sm rjippel orion 512 G1/4 RAK

400,00 kr

364,00 kr

292,00 kr

29020132

Sm rjippel orion 504 M6x1 RAK

500,00 kr

465,00 kr

395,00 kr

29020140

Sm rjippel orion 505 M8x1 RAK

600,00 kr

564,00 kr

492,00 kr

29020157

Sm rjippel orion 507 M8x1,25 RAK

700,00 kr

637,00 kr

511,00 kr

29020181

Sm rjippel orion 513K 1/4-28 UNF RAK

400,00 kr

384,00 kr

352,00 kr

29020199

Sm rjippel orion 505B M8x1 45GR

500,00 kr

465,00 kr

395,00 kr

29020256

Sm rjippel orion 547K 1/4-28 UNF 45GR

600,00 kr

564,00 kr

492,00 kr

29020249

Sm rjippel orion 535F RI/8 90GR

700,00 kr

749,00 kr

847,00 kr

29020280

Sm rjippel orion 576 M6x1 90GR

400,00 kr

432,00 kr

496,00 kr

29020288

Sm rjippel orion 577 M8-1 90GR

400,00 kr

432,00 kr

496,00 kr

The interfaces

Interfaces for suppliers and reporting tools for purchasers for full transparency:

- All demands clearly visualized, with weight factors and how they are evaluated.
- Easy tool for suppliers to employ when answering demand specifications.
- Clear reports on each supplier's pros and cons, both cost, quality and performance criteria.
- Colour coding and graphics for immediate recognition an intuitive interpretation of data

What we are

Specialized tool for purchasers and project managers

- Automated support in set-up of demand structures in the pre-study phase of the procurement project.
- Support for stake-holding and definition of relevant value creating evaluation criteria.
- Automated import and evaluation of bids from numerous suppliers.

Stand-alone tool

- To be used together with and completing existing procurement processes and procurement tools.
- Independent of process and existing digital support.
- Secure – Independent of cloud or fire wall solutions – plug-in solution in existing IT security environment.

What we are **not**

Yet another procurement process tool, that handles what other tools and systems already do well:

- Communication and handling of the suppliers in the tendering process.
- Invitation and advertising of upcoming tenders.
- Making contracts available for organisations or handling call-offs and orders.



Monetary savings

Customer statement 2023: 10-25% lower costs in each purchase as result of

- suppliers understanding requests, no extras
- Reduced safety margins in bids
- Improved competition for right quality
- 15-20% lower average prices achieved by founder, in frame agreements for technical consultants, based on earlier version with same methodology
- Biggest but not quantifiable saving is the potential avoidance of major losses from choosing the wrong supplier, which in turn may lead to quality flaws, failures or poor performance. Costs that when they occur could be tenfold or hundredfold more than the purchasing price.

Time savings in sourcing events

■ Customer estimate, nuclear industry:

‘Purchaser and project team reduce time with up to 50% with ProTendering, both in time spent for demand handling and information gathering as well as in compilation from incoming tenders’

■ Post on LinkedIn by customer



Johan Wedenius (Han/honom) • 1:a
Quality & Development Manager at the City of Stockholm
5 mån • 🌐



The municipality's mission is always to manage tax funds by ensuring that municipal residents get value for their money. Based on that perspective, I decided to test a new procurement system, ProTendering, with the aim of reducing our consulting costs and internal work hours. This week, my colleague and I have gone through all received tenders and scored them based on the evaluation framework defined in the request documents. The difference between our old method and ProTendering is like night and day. Just in the evaluation phase, I would say that the consulting costs will be approx. one-tenth compared to what it would have cost with the old method. Although there will be increased administrative time for us who will now administer the system ourselves (which was previously done by the consultants i there Excel files), there will be a total reduction of the internal time as the tender evaluation itself will be so much easier to carry out.

https://www.linkedin.com/posts/johan-wedenius-481aa859_protendering-tenders-investment-activity-7025506619950022656-oN6u?utm_source=share&utm_medium=member_desktop



Procurement methods

For value-based, quality and innovation driven purchases

- To be used in education of purchasers
- To support implementation of value-based purchasing in existing organisations





John Murray

John Murray has more than 30 years' experience from procurement, including as procurement manager for all nuclear, hydro and wind power at Vattenfall.

He began his career with calculations for LCC-based evaluation of gasification power plants as well as the production of technical requirements appendices for these. The career at Vattenfall continued for 30 years, via technical risk management that transitioned to financial risk management of investment and acquisition projects, to sales to heavy industry of process and energy efficiency, which involved a lot of technical requirements management before procurements. 2005 he was appointed procurement manager for all production units at Vattenfall.

During his years in procurement, John worked a lot with coaching in evaluation, developing methods for demand handling and tender evaluation and managed many complex procurements himself, mainly in purchasing of investment and services. Early on, John made decisions about supplier selection in other people's procurements in decision-making documents with a focus on lowest price, but and directly saw shortcomings in value-based and TCO driven procurement. This led to active development of improved methods in his organisation.

In 2019, John chose to leave Vattenfall to start consulting company with focus on negotiation training. Just days after leaving Vattenfall, he sat down with Peter Sandberg and the two asked themselves "how difficult can it be" to develop a purchasing support system that they both had missed in their long careers. A system to support value based, quality and innovation driven purchases with risk management to a relevant price rather than lowest cost or . That was the start of the development of ProTendering and the rest "is history".

John now works as a senior procurement consultant for investments at AstraZeneca, a large pharmaceutical company. In parallel he operates as CEO for expansion of ProTendering as support for purchasers, with visions of raising procurement to values above the lowest purchase price. John has a vision to leave a lasting impression in purchasing by raising use of improved methods for fair and value-based purchases in both public and private procurement.



Peter Sandberg

Peter has more than 30 years of experience in the supply chain, procurement and project management.

He started his procurement career at Statoil as production planner and operative purchaser for raw material and has held most procurement roles and levels within the group. From 2001 mainly with category management and strategic purchasing of Fast Moving Consumer Goods and raw materials for lubricant manufacturing. With focus on demand handling within logistics and evaluation of smart functional solutions that drove the business. Later with strategic purchasing of additives and chemicals where the long-term planning and the supplier relationship were prioritized. Completed procurements were valued according to the principle of value-based procurement.

From 2011, Peter was deeply involved in the replacement of ERP systems in an international group. In this role came the understanding and insight of the need for digital system support in the procurement process from Source to Pay (S2P).

Peter left oil and petrochemicals in 2013 to work in the pharmaceutical industry and in the paper & pulp industry. The difference between the industries lies mainly in different focuses between cost, quality and safety. However, demand handling and the tender evaluation process were strikingly similar, with the same manual challenges.

During his career, Peter has worked with development, configuration, implementation and training within ERP systems as well as process and organizational development within purchasing organizations. Through this has gained extensive experience of working in multilingual and multicultural teams in Scandinavia, Europe and Asia.

Today, Peter works as a freelance purchasing consultant in the energy sector in parallel with position of CTO for the ProTendering software. Peter's main driving force is to change the purchasing work from Shall requirements and lowest price to value-based procurement and to increase the quality of the purchasing work through automation and system support for manual activities and thereby be able to free up time for the value-creating activities that are often neglected due to time constraints in purchasing organizations.





ProTendering

www.protendering.com