



Hilden (no visits)

# SECURE NETWORKING OF A BIDDER CONSORTIUM FOR COMPLEX TENDERS

Application for development and system companies

## SUMMARY

Establishment of a virtual bid space as a reference system for future bid activities for complex (public) tenders. In the virtual bid space, main contractors and subcontractors can collaborate effectively with dedicated rights (trustworthiness) throughout the bid phase. Thanks to timely exchange of information in the virtual space, misunderstandings can be avoided and bid quality is improved.

## CURRENT SITUATION

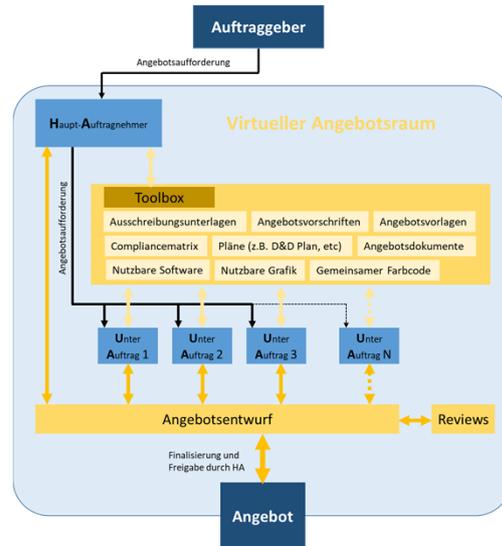
In their procurement policy for projects of different sizes, public contracting authorities (e.g. ESA) prefer SMEs as main contractors (MC). Often, in such tenders, OEMs can only play a secondary role as subcontractors (SC). In SMEs, however, there is often only limited availability of a bid team and limited ability to coordinate multiple subcontractors.

## PROJECT DESCRIPTION

The challenge is to provide an end-to-end, secure networking solution in the form of a virtual bid space. An easy-to-use toolbox offering low complexity for all parties involved will add value in the bid preparation process. This toolbox contains the tender documents made available by the contracting authority/client, along with relevant tools for bid preparation. These tools will be provided by the MC and will be able to be used by all parties involved in the bid. All partner companies involved (MCs and SCs) use this virtual bid space and make the various parts of the bid available to the parties involved as they are generated. As a result, trustworthiness and bid quality are significantly improved.

## INDUSTRY 4.0 FEATURES

Information transparency and paperless environment: the proposed toolbox acts as an assistance system and supports all partners with information that is up-to-date and easily understood. IT security and partner collaboration are improved.



## PARTNERS



## SOLUTION

An invitation to bid issued by ESA is an appropriate reference project. The requirements are captured directly by the MC. This determines, firstly, certain requirements in terms of the components in the toolbox - again, the MC takes the lead in creating this - and, secondly, also the specific invitations to bid issued to the SCs. Following approval, the SCs are in turn given access to the virtual bid space. Read, write and other rights are granted individually. All parties involved place their draft bids in the virtual bid space where they are then reviewed for understanding and readability. In this way, all partners submit a standard (uniform) bid. Similarly, the necessary reviews (red team reviews) can be conducted in the virtual bid space. This significantly improves bid quality.

## CONTACT

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## STANDARDIZATION APPROACHES

Virtual environment for the effective, sustainable preparation of complex bids for SMEs. Integration of bid-specific semantic standards, e.g. document form, software, color coding, compliances, quality. Semantic models (administration shell) would have cost benefits here.