

everteam

# everteam.e-tender Training

Tuesday, February 5, 2019



# AGENDA



**01**

Overview



**02**

Definition



**03**

Key Benefits



**04**

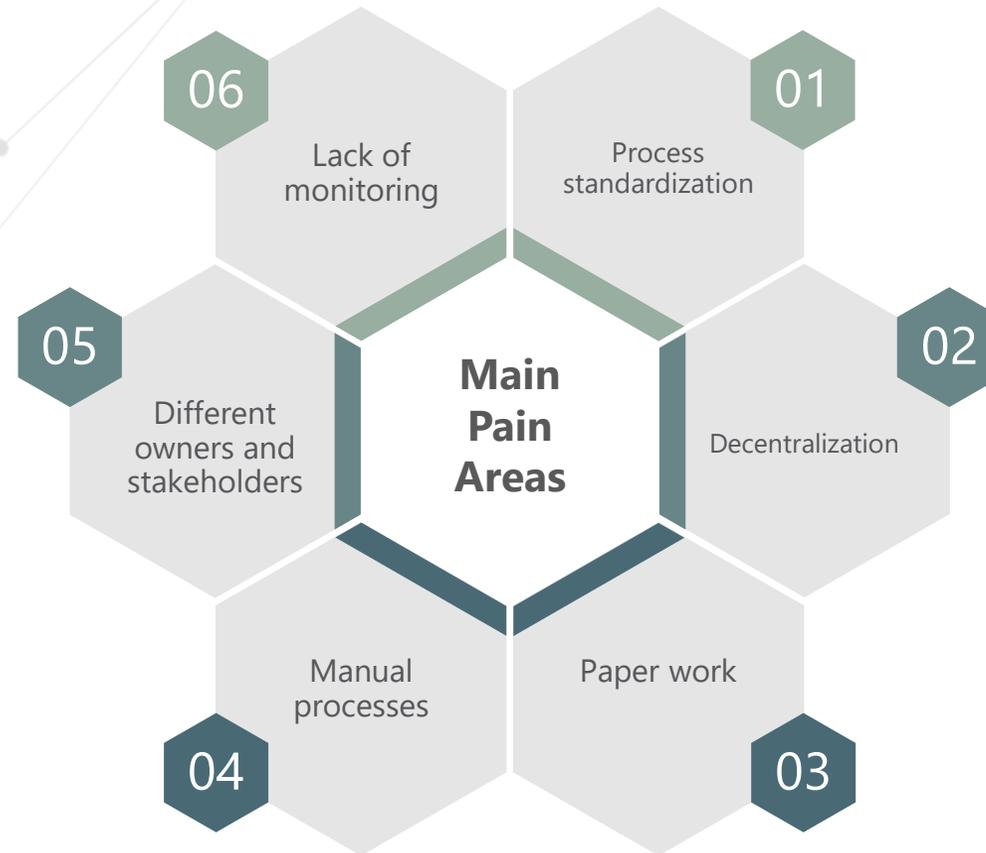
Features



**05**

Demo

# Overview



# Definition



1

Process of managing a tender lifecycle



2

Initiating RFPs and requests



3

Publishing and inviting vendors



4

Receiving proposals



5

Evaluation



6

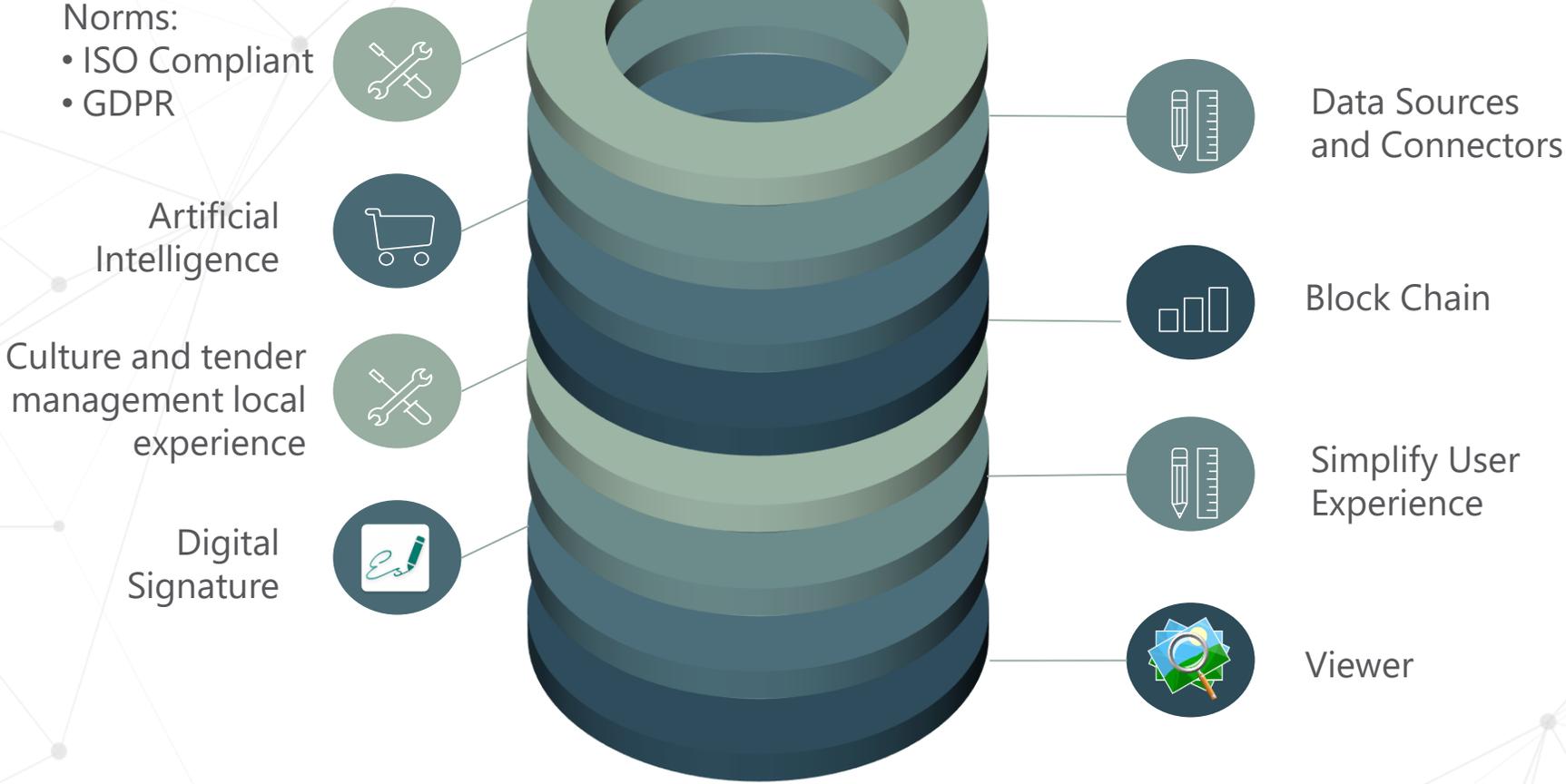
Selection and Awarding



7

Contract Management

# Key Benefits



# Main Actors



**Government Entities**



**Suppliers**



**Monitoring and Audit  
Entities**

# Government Entities' Tendering Process

The process is dynamic, and can be updated per each entity based on the business modeler.



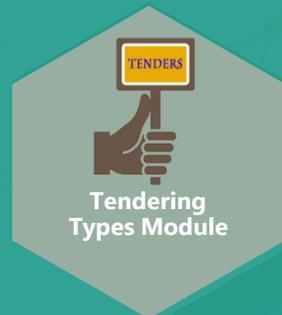
# Government Entities' interactions with the eTendering



# Government Entities' interactions with the eTendering

## Tendering Types Module

- ✓ Open Tendering
- ✓ Limited Tendering
- ✓ Single Tendering
- ✓ Notice Inviting Tender
- ✓ Expression of Interest (EOI)
- ✓ "Request for" Documents (RFX)
- ✓ Auction
- ✓ Framework Agreement
- ✓ General Terms and Conditions
- ✓ Corrigendum
- ✓ Addendum

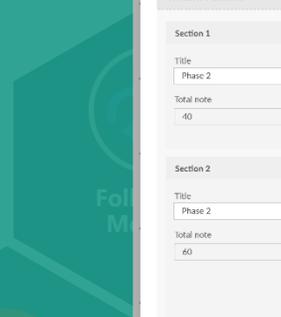
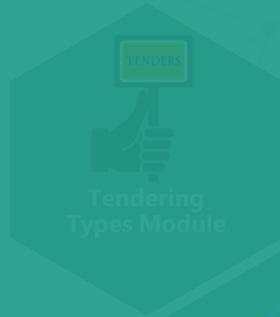


# Government Entities' interactions with the eTendering System



## Bidding Module

- ✓ Single Envelope Bidding
- ✓ Two Envelope Bidding
- ✓ Multiple Envelope Bidding



Technical evaluation

Section 1			-	+
Title	Criteria 1	The note		
Phase 2	Development	20	-	+
Total note	Criteria 2	The note		
40	Development	20	-	+

Section 2			-	+
Title	Criteria 1	The note		
Phase 2	Development	20	-	+
Total note	Criteria 2	The note		
40	Development	20	-	+
	Criteria 2	The note		
	Development	20	-	+

SAVE

# Government Entities' interactions with the eTendering System



## Tender Announcement

- ✓ Announce tenders along with the capability to pre-announce a tender within number of days in advance of when the actual tender process starts and the RFP is published

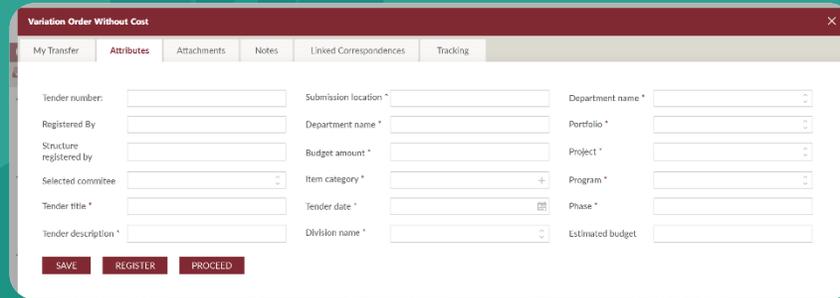


# Government Entities' interactions with the eTendering System



## Rules Engine

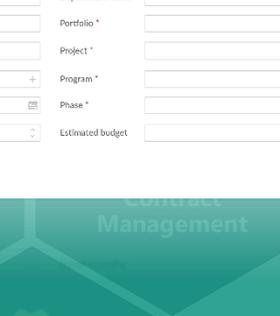
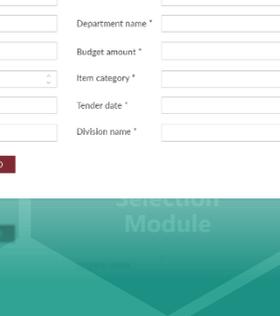
- ✓ Splitting Rules
- ✓ Bid Currency
- ✓ Completion Period
- ✓ Bid Validity Period



Variation Order Without Cost

My Transfer | **Attributes** | Attachments | Notes | Linked Correspondences | Tracking

Tender number:	<input type="text"/>	Submission location:	<input type="text"/>	Department name:	<input type="text"/>
Registered By:	<input type="text"/>	Department name:	<input type="text"/>	Portfolio:	<input type="text"/>
Structure registered by:	<input type="text"/>	Budget amount:	<input type="text"/>	Project:	<input type="text"/>
Selected committee:	<input type="text"/>	Item category:	<input type="text"/>	Program:	<input type="text"/>
Tender title:	<input type="text"/>	Tender date:	<input type="text"/>	Phase:	<input type="text"/>
Tender description:	<input type="text"/>	Division name:	<input type="text"/>	Estimated budget:	<input type="text"/>

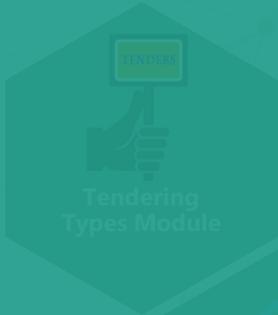




## Entities' interactions with the

### Communication & Collaboration

- ✓ Multiple Committees:
  - Online Committee
  - Offline Committee
- ✓ Virtual Meetings

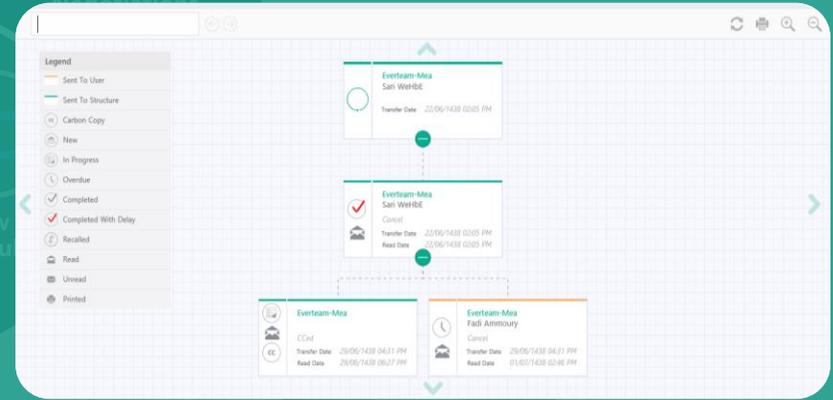
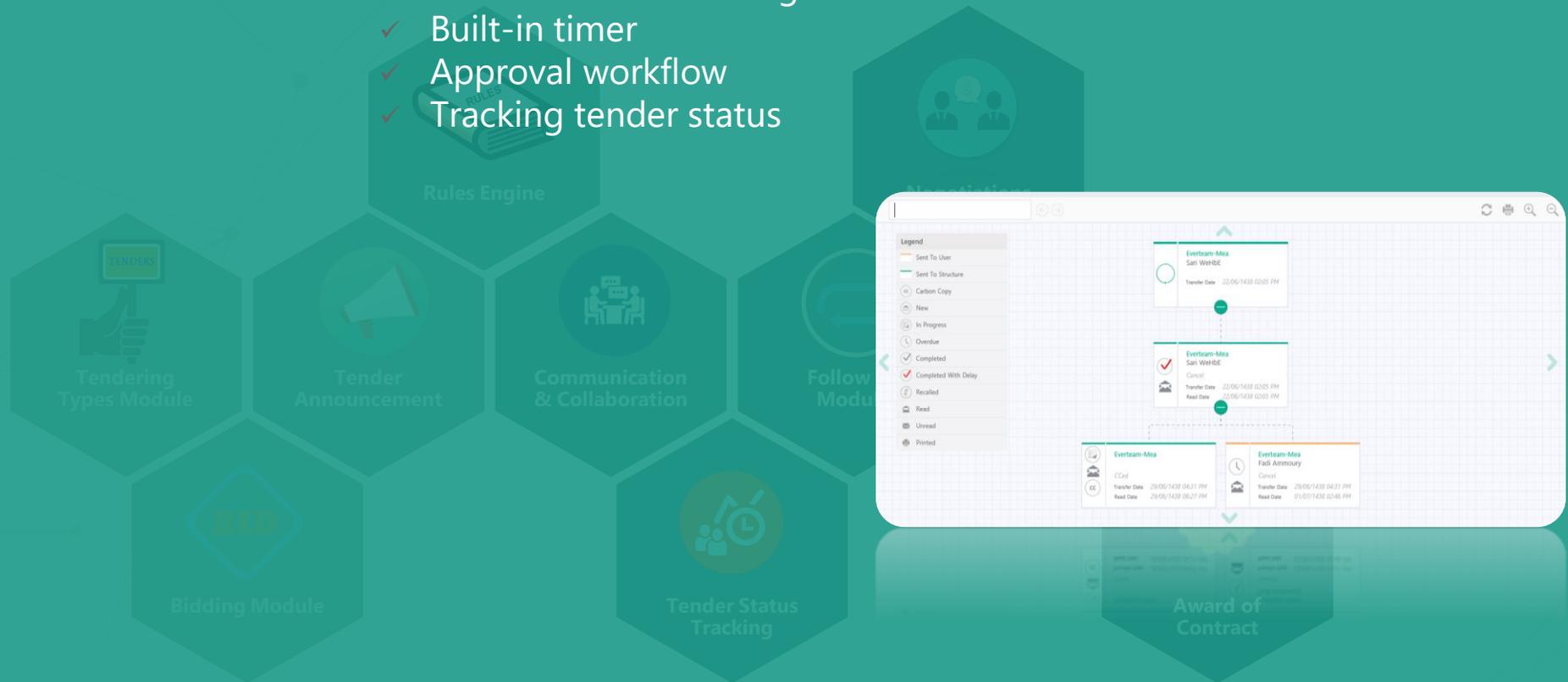




## Entities' interactions with the

### Tender Status Tracking

- ✓ Tracking all tenders from the date of initiation till the closing date
- ✓ Built-in timer
- ✓ Approval workflow
- ✓ Tracking tender status



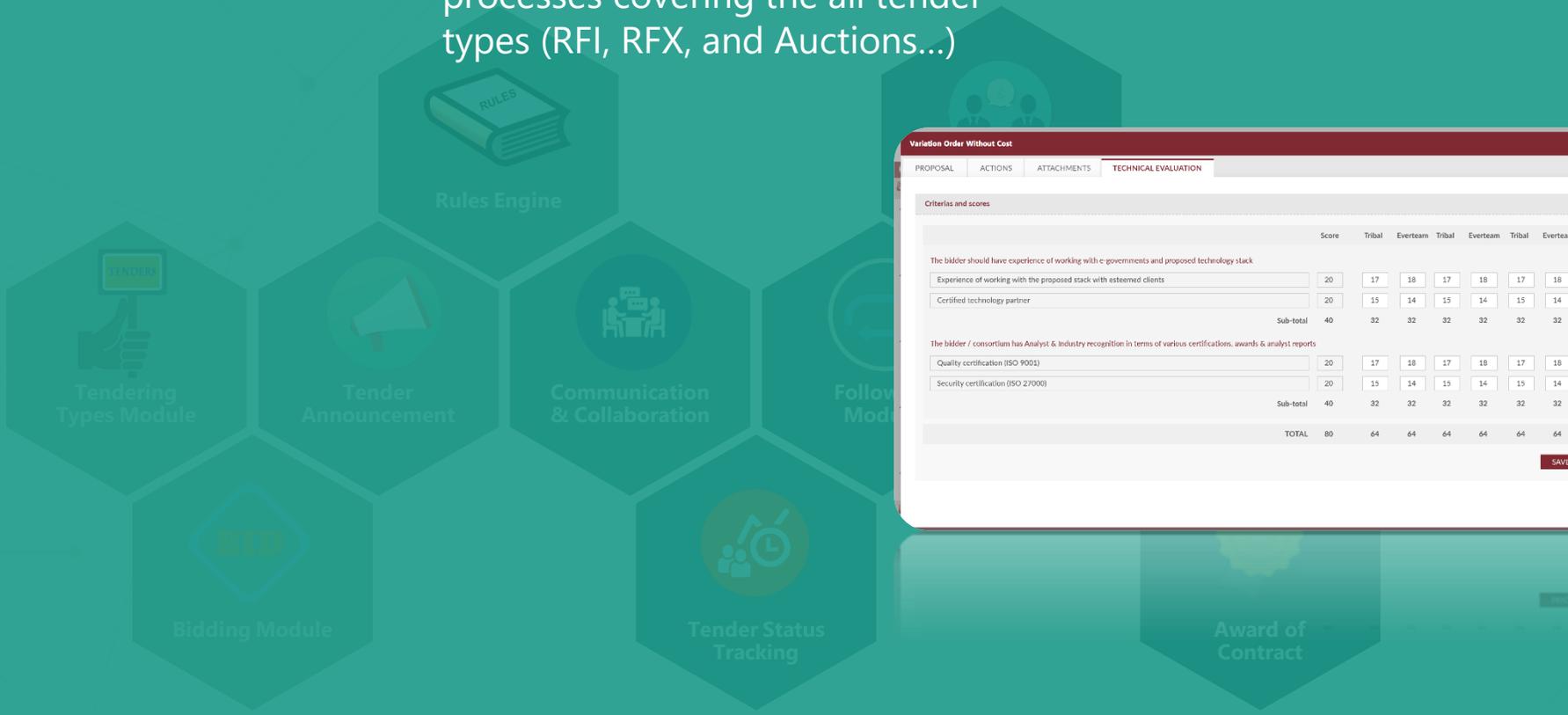




# Entities' interactions with the

## Negotiations

- ✓ Several types of negotiation processes covering the all tender types (RFI, RFX, and Auctions...)



Variation Order Without Cost

PROPOSAL ACTIONS ATTACHMENTS TECHNICAL EVALUATION

Criteria and scores

	Score	Tribal	Everteam	Tribal	Everteam	Tribal	Everteam
The bidder should have experience of working with e-governments and proposed technology stack							
Experience of working with the proposed stack with esteemed clients	20	17	18	17	18	17	18
Certified technology partner	20	15	14	15	14	15	14
Sub-total	40	32	32	32	32	32	32
The bidder / consortium has Analyst & Industry recognition in terms of various certifications, awards & analyst reports							
Quality certification (ISO 9001)	20	17	18	17	18	17	18
Security certification (ISO 27000)	20	15	14	15	14	15	14
Sub-total	40	32	32	32	32	32	32
TOTAL	80	64	64	64	64	64	64

SAVE

# Government Entities' interactions with the eTendering System

Selection Module

## Selection Module

- ✓ Cost-Based Selection
- ✓ Quality-cum-Cost Based Selection (QCBS)

المزاديين

البلد:  الفلحة السوداء  كبر المزاديين

بحث:

الاسم	المسجل	المنوحة	الموقع	تاريخ التسجيل	مجموع الارباج
Airi Satou	15	10	طوكيو	2008/11/28	\$162,700
Ashton Cox	13	9	سان فرانسيسكو	2009/01/12	\$86,000
Brielle Williamson	20	17	نيويورك	2012/12/02	\$372,000
Cedric Kelly	15	12	لندن	2012/03/29	\$433,060
Charde Marshall	2	0	سان فرانسيسكو	2008/10/16	--
الاسم	المسجل	المنوحة	الموقع	تاريخ التسجيل	مجموع الارباج

السابق 1 2 3 4 التالي

اظهار 1 الى 5 من 20

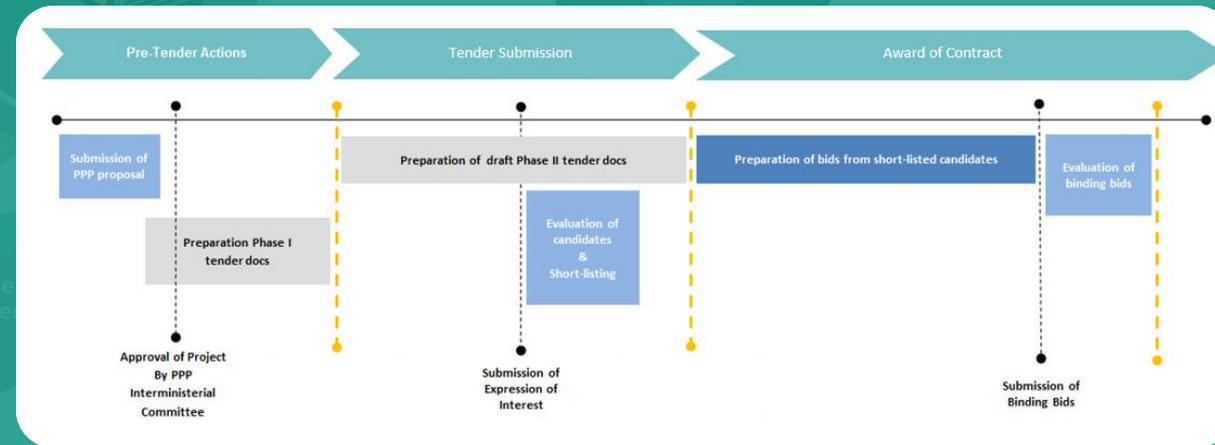
# Government Entities' interactions with the eTendering System



Award of Contract

## Award of Contract

- ✓ Award of contract process after the evaluation and shortlisting of the suppliers



# Government Entities' interactions with the eTendering System



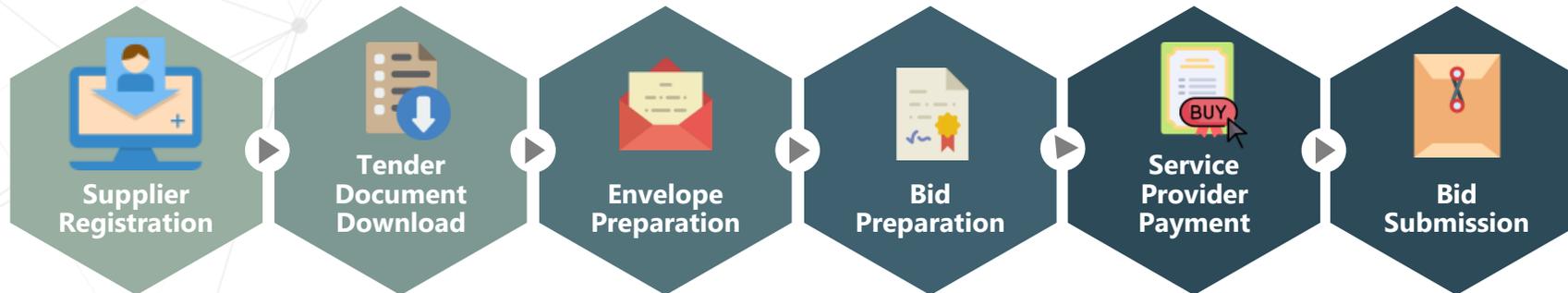
## Contract Management

- ✓ Contract Request
- ✓ Authoring
- ✓ Negotiation
- ✓ Approval
- ✓ Execution
- ✓ Obligations management
- ✓ Contract Amendment
- ✓ Audit & Reporting
- ✓ Renewal



# Suppliers' interactions with the eTendering

The process is dynamic, and can be updated per each supplier based on the business modeler.



# Suppliers' interactions with the eTendering



# Suppliers' interactions with the eTendering

## Tender List and Download

- ✓ Public and Private tender lists
- ✓ Tender invitations
- ✓ Tender Purchase
- ✓ Download tender Documents
- ✓ Submit inquiries if there is any
- ✓ Request for Extension
- ✓ Regret Letter
- ✓ Other inquiries



Active Tenders	Submitted Tenders	Winning Tenders
3.000.050	614.500	327

Tender ID	Start Date	Time Left	Actions
LTC/05/2017	25-May-2017	6d 22h 26m	[Download] [Print] [Refresh]
LTC/05/2017	25-May-2017	6d 22h 26m	[Download] [Print] [Refresh]
LTC/05/2017	25-May-2017	6d 22h 26m	[Download] [Print] [Refresh]
LTC/05/2017	25-May-2017	6d 22h 26m	[Download] [Print] [Refresh]

# Supplier Interactions with the eTendering



## Bid Responses Module

- ✓ Full Bid Response
- ✓ Technical Bid Response
- ✓ Commercial Bid Response



**New Laptops**  
Tender Number:Tender-2018-0000103  
Need to buy 100 new laptops  
Published: Sep-13-2018  
Closing Date: Sep-18-2019  
Document Fees: 500

[FULL DETAILS](#)

---

**New Softwares**  
Tender Number:Tender-2018-0000105  
need to buy new softwares  
Published: Sep-18-2018  
Closing Date: Sep-20-2019  
Document Fees: 5000

[FULL DETAILS](#)

© 2019 EVERTEAM. ALL RIGHTS RESERVED.

# Supplier Interactions with the eTendering



Procurement Category

## Procurement Category

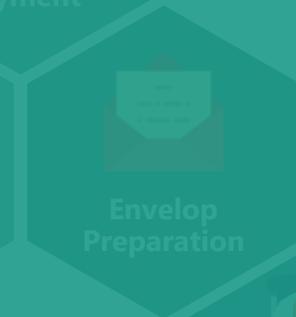
- ✓ Supplier classification based on the trade license activities, or based on prequalification criteria



Tender List Module



Bid Responses Module



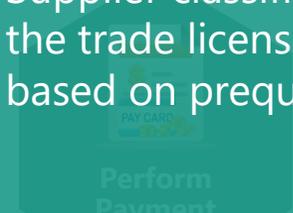
Envelop Preparation



Procurement Category



Bid Preparation



Perform Payment

A screenshot of a web application interface titled 'Variation Order Without Cost'. The interface has a dark red header and a white main content area. It features several sections: 'My transfer' with details like 'Transfer from: Tender manager', 'Transfer date: 04/12/2018 4:34PM', and 'Priority: Normal'; 'Tracking' with a table of transfer records; and 'Notes' with a table of notes. There are also buttons for 'PROCEED', 'PUBLISH', and 'ANNOUNCE RFP'.

From	To	Date	Instructions	Purpose	Complete Instruction
Tender management / tender owner	Tender management / tender manager	04/12/2018 4:34PM	For approval	II	
Tender management / tender owner	Tender management / tender manager	04/12/2018 4:34PM	For invitation	II	

Author	Date	Status	Note
Tender management / tender owner	04/12/2018 4:34PM	Public	Messages goes here, notes hi there! I'm using Lorem Ipsum!

# Supplier Interactions with the eTendering



Perform Payment

## Perform Payment

- ✓ Electronic payment process including validation, aggregation, formatting and secure transmission of payments to financial institutions and payment systems
- ✓ Refund a payment
- ✓ Track all transactions made on the system

A screenshot of the eTendering system's payment selection interface. On the left, a vertical menu lists payment options: 'HDFC Bank Credit Card', 'HDFC Bank Debit Card', 'Other Bank Credit Card', 'Other Bank Debit Card', and 'Net Banking'. The 'HDFC Bank Credit Card' option is selected and highlighted. To the right of the menu, there are radio buttons for 'VISA', 'MasterCard', and 'DISCOVER'. Below these, there are input fields for 'Name On Card', 'Card Number' (split into four boxes), 'Card Expiry' (with 'Month' and 'Year' dropdowns), and 'Card CVV' (with a small icon). The background of the slide features several other hexagonal icons representing different system modules: 'Tender List Module', 'Bid Responses Module', 'Procurement Category', 'Apology Letter', and 'Apology Request'.

# Supplier Interactions with the eTendering



## Envelop Preparation

- ✓ Required tender documents such as forwarding letter, authorization letter, commercial and technical bid, along with additional attachments



Variation Order Without Cost

My Transfer | Attributes | Attachments | **Notes** | Linked Correspondences | Tracking

Author	Date	Status	Note
Tender management / tender owner	04/12/2018 4:34PM	Public	Messages goes here, notes hi there!, I'm using Lorem Ipsum/
Tender management / tender owner	04/12/2018 4:34PM	Public	Messages goes here, notes hi there!, I'm using Lorem Ipsum/
Tender management / tender owner	04/12/2018 4:34PM	Public	Messages goes here, notes hi there!, I'm using Lorem Ipsum/
Tender management / tender owner	04/12/2018 4:34PM	Public	Messages goes here, notes hi there!, I'm using Lorem Ipsum/

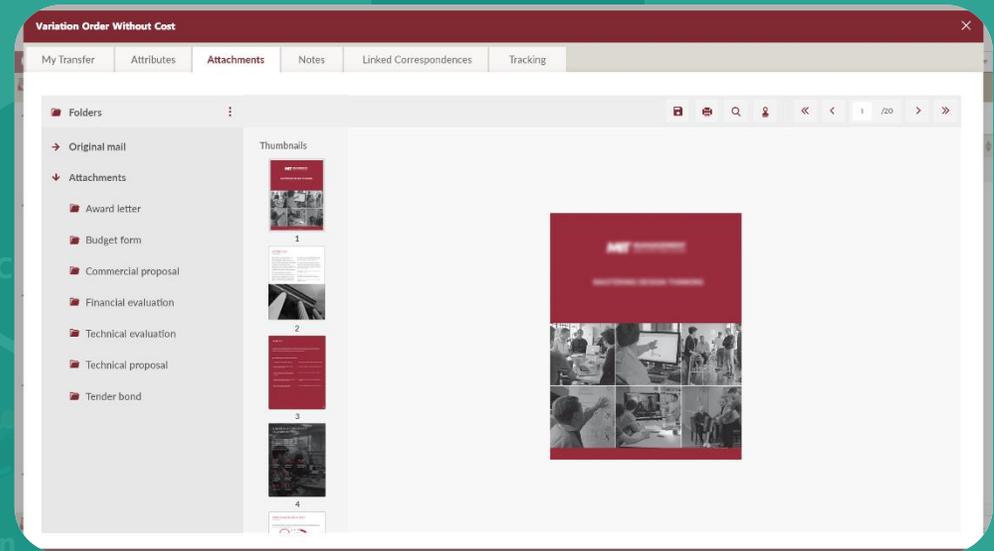
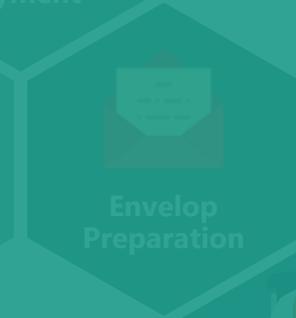
LOAD MORE

# Supplier Interactions with the eTendering



## Bid Preparation

- ✓ Creating a draft response
- ✓ Working on the same bid providing versioning control and publishing workflow

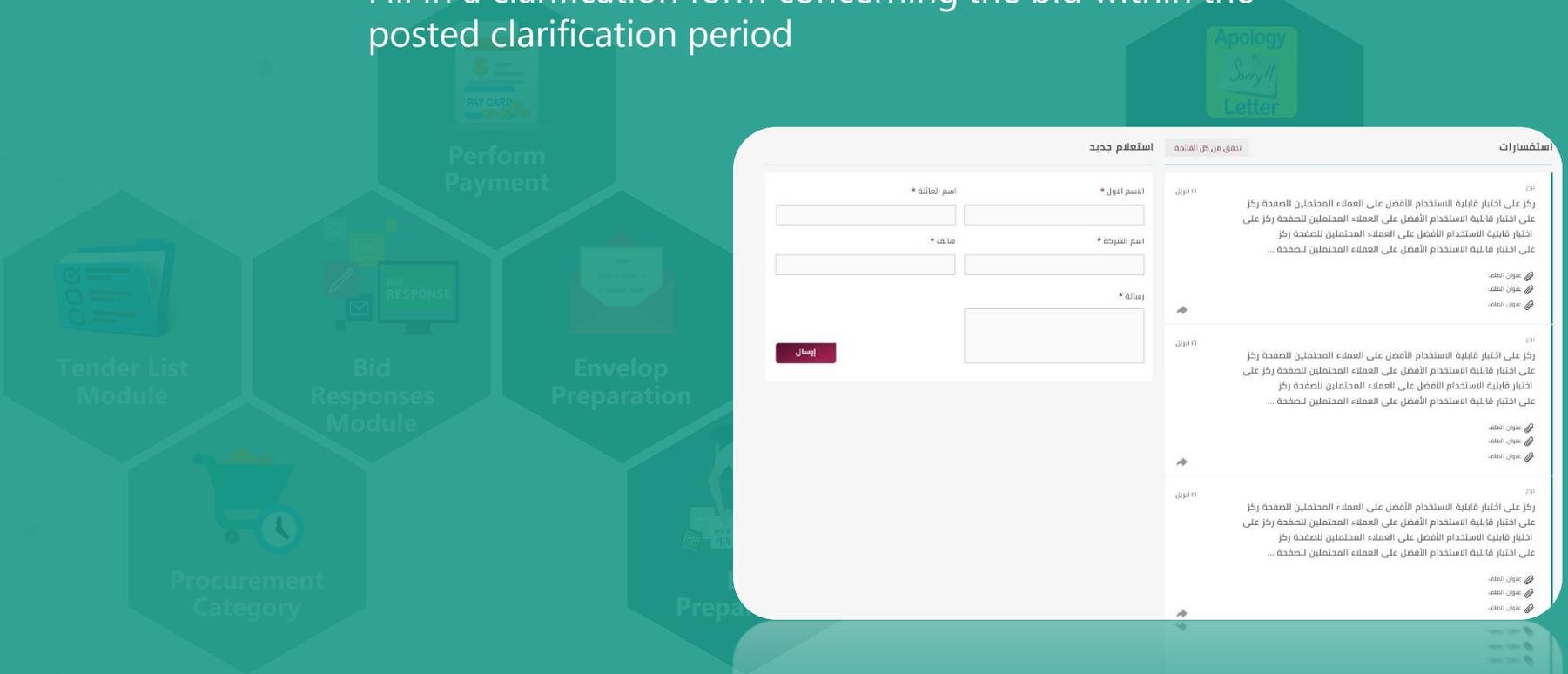


# Supplier Interactions with the eTendering



## Clarification Request

- ✓ Fill in a clarification form concerning the bid within the posted clarification period

A screenshot of the eTendering system's "استفسارات" (Inquiries) page. The page is in Arabic and shows a list of inquiries. The top section is titled "استفسارات جديد" (New Inquiries) and contains a form with fields for "اسم العائلة" (Family Name), "اسم الول" (First Name), "هاتف" (Phone), and "رسالة" (Message). A red "إرسال" (Send) button is at the bottom of the form. The main content area shows a list of inquiries, each with a date, a message, and a "رد" (Reply) button. The messages are identical and read: "ركز على اختيار قابلية الاستخدام الأفضل على العملاء المحتملين للصفحة ركر على اختيار قابلية الاستخدام الأفضل على العملاء المحتملين للصفحة ركر على اختيار قابلية الاستخدام الأفضل على العملاء المحتملين للصفحة ركر ...".

# Supplier Interactions with the eTendering



## Request for Extension

- ✓ Extension request for the date of submission

استعلام جديد

اسم العائلة *	الاسم الاول *
<input type="text"/>	<input type="text"/>
هاتف *	اسم الشركة *
<input type="text"/>	<input type="text"/>
	رسالة *
	<input type="text"/>

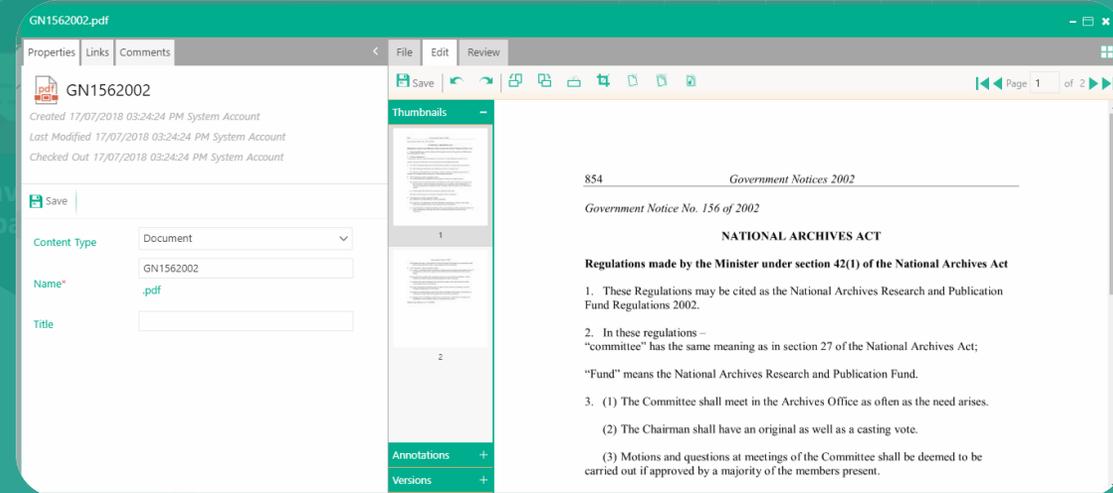
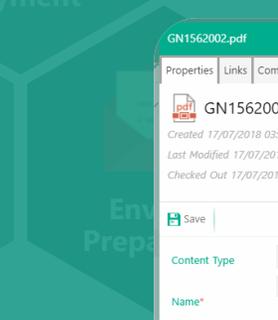
إرسال

# Supplier Interactions with the eTendering



## Apology Letter

- ✓ Apology letter providing suitable reasons
- ✓ Tracked by government entities to monitor the suppliers' behavior
- ✓ Sending alerts to Concerned Entity



# Full Monitoring and Auditing



**Live  
Monitoring**

**Data &  
Business  
Analysis  
Dashboards**

**Full Auditing**

# Full Monitoring and Auditing

## Live Monitoring

- ✓ Track the status of the system in use and its overall operations
- ✓ Observe and record all activities in place
- ✓ Figure and sum up any available or expected warning of failures, defects or problems
- ✓ Work on any updates or modifications required with the system for any improvement



Live Monitoring  
Monitoring



# Full Monitoring and Auditing



## Data & Business Analysis Dashboards

- ✓ Analyze large volumes of data
- ✓ Define any report
- ✓ Business intelligence analysis purpose

## Data & Business Analysis Dashboards



## Live Monitoring



# Full Monitoring and Auditing



## Full Auditing

### Full Auditing

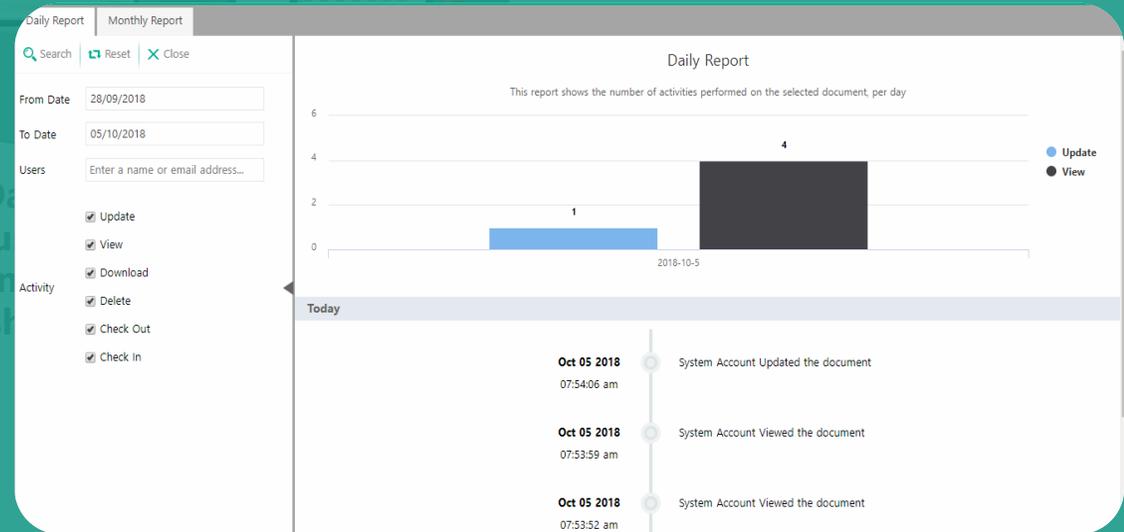
- ✓ Full auditing process and tender timeline availability
- ✓ User Tracking
- ✓ Monitor a certain supplier or entity
- ✓ Complete history or log of any activity being performed in the system on any item in the platform



## Live Monitoring

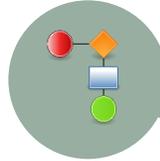


## Data Business Analytics Dashboard



# Scalability Components

**Business Modeler**



**Digital Signature**



**Dashboard and KPI Management**



**Offline Mode**



**Document Management**



**Universal Viewer**



**Meeting Management**

# Common Components



1

**Billing  
Module**



2

**User  
Management**



3

**Search Engine**



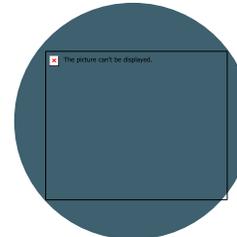
4

**Audit Trail**



5

**Backup &  
Recovery  
Module**



6

**Reporting  
Engine  
Module**



7

**Alerts &  
Notifications**

# Flexibility



# Security

## Permissions Management

- Inclusive: the users specified in the Permission section will see the annotation.
- Exclusive: the users specified in the Permission section will not see the annotation.



## Y-Archiving

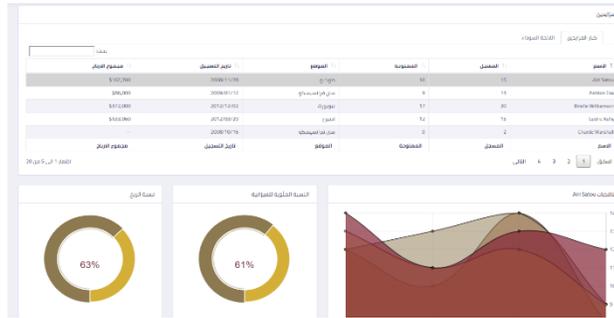
This module allow a sealed document to be secured in several sources of data with high hashing and encryption levels.



## Compliant with National Security Standards in

- e-Accessibility Policy
- Personal Data Protection Law
- Critical Information Infrastructure Protection (CIIP) Law
- National Information Assurance Policy (NIAP)
- Open Data Policy

# Demo

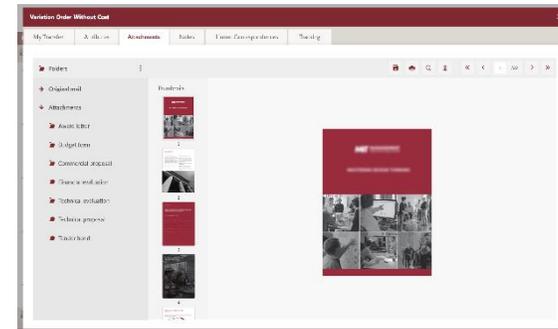


Validation Order Without Cost

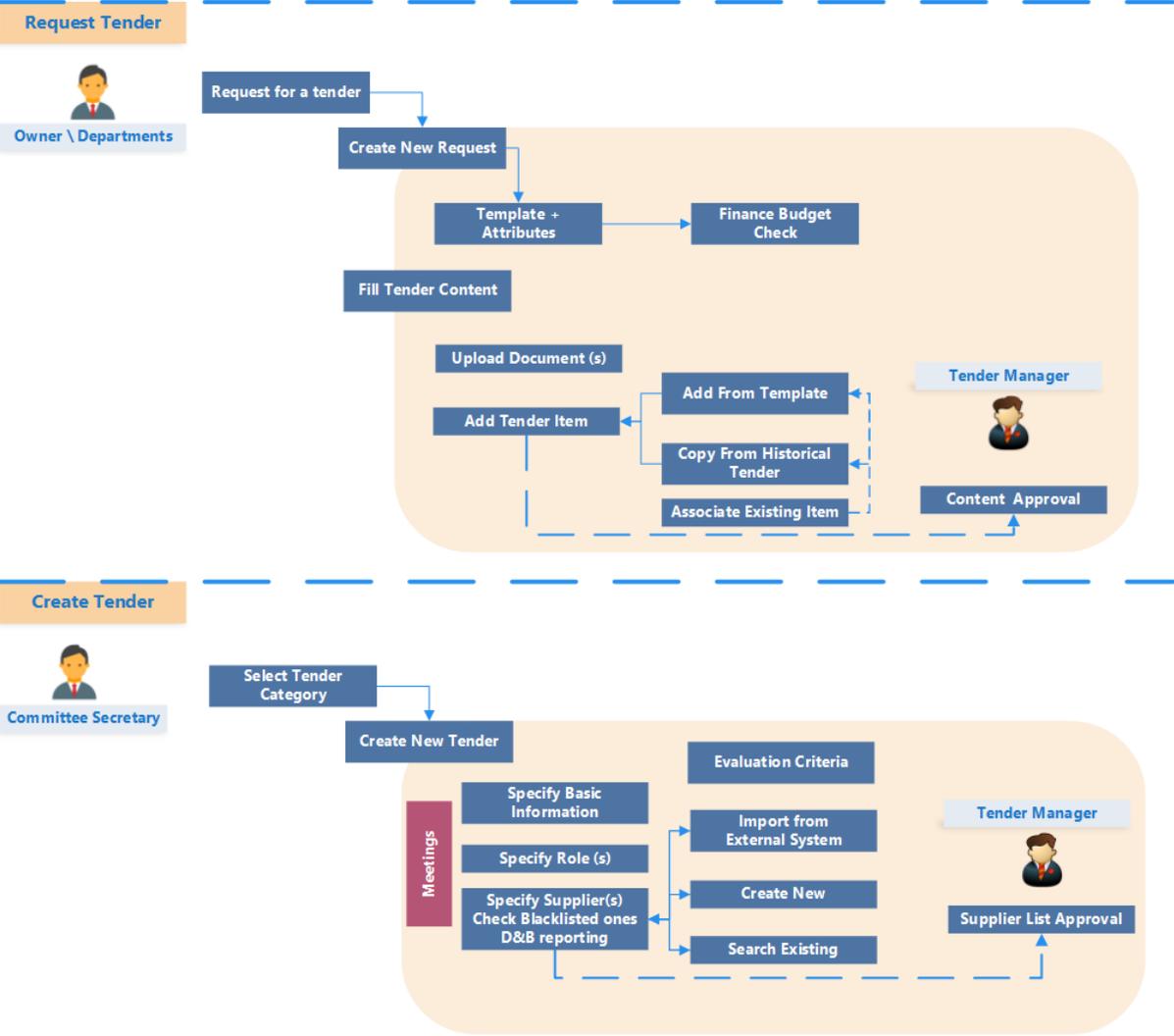
TECHNICAL EVALUATION

Criteria and scores

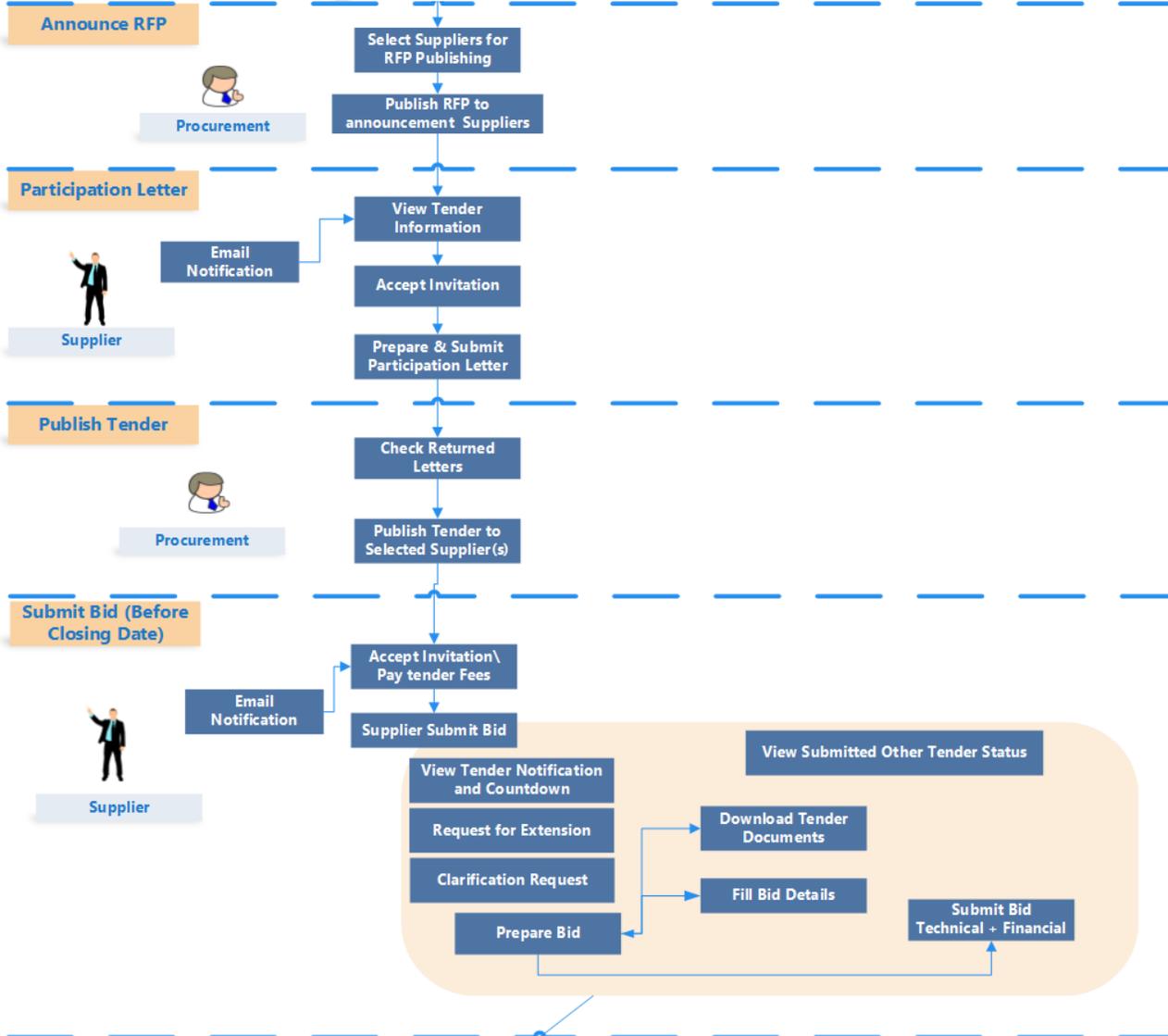
Score	Tibial	Everteam	Tibial	Everteam	Tibial	Everteam
20	17	18	17	18	17	18
20	15	14	15	14	15	14
Sub-total	40	32	32	32	32	32
20	17	18	17	18	17	18
20	15	14	15	14	15	14
Sub-total	40	32	32	32	32	32
TOTAL	80	64	64	64	64	64



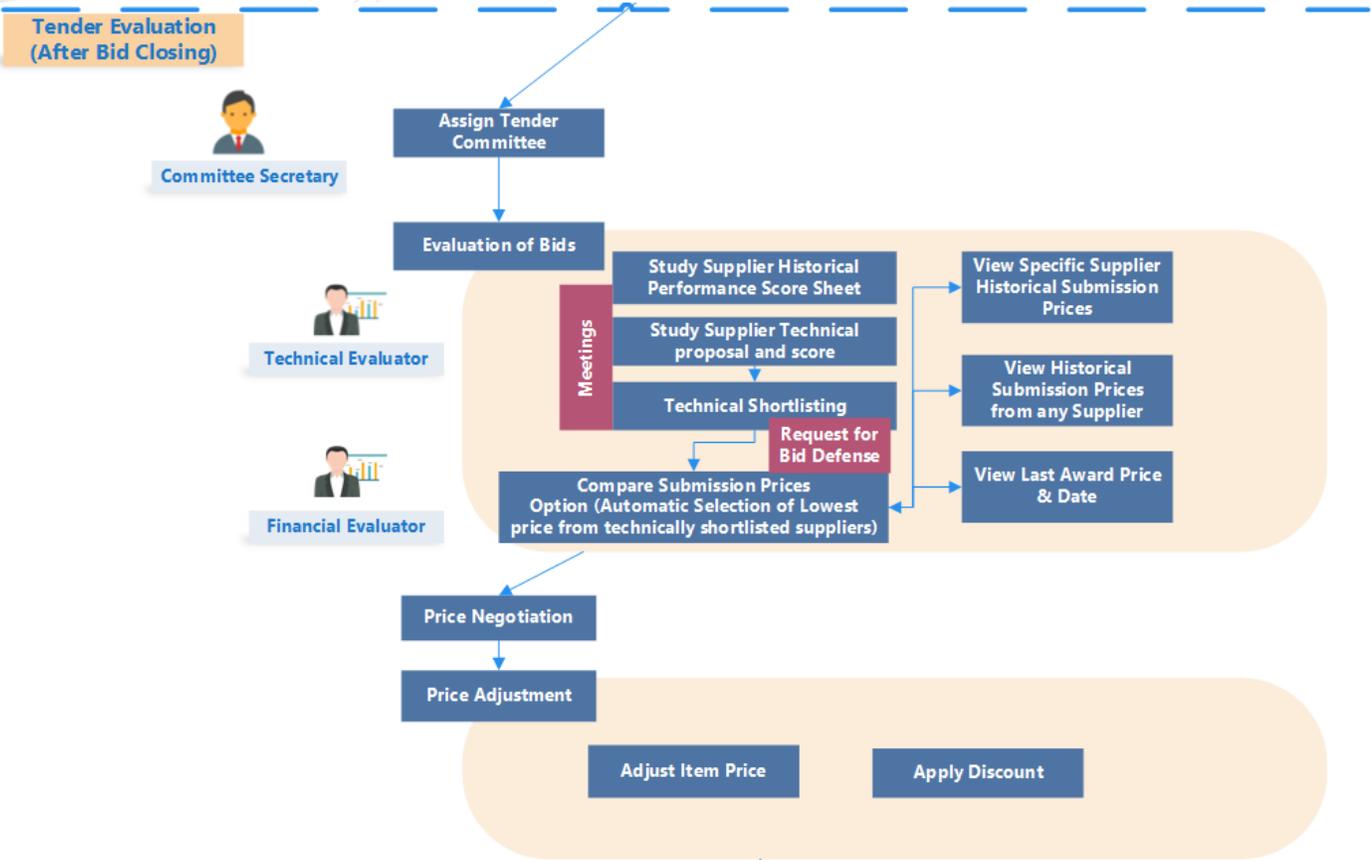
# Demo Scenario



# Demo Scenario

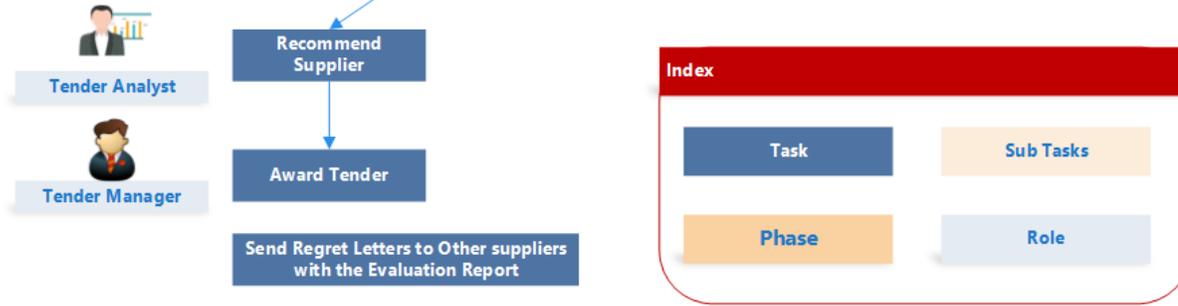


# Demo Scenario



# Demo Scenario

## Award Tender



## MOTC Monitoring





**THANK  
YOU**

