



Microsoft  
Dynamics 365



Bid Management

# Bid Management

Dynamic Netsoft Construction Suite for 365 delivers mission critical capabilities specifically designed for civil engineering or any project oriented companies. Extending the horizontal ERP capabilities of Dynamics 365,

Dynamic Netsoft Construction Suite for 365 is a one-stop solution that will improve operational efficiency, reduce IT costs and increase your customer satisfaction level as well as your bottom line.

## Construction Project Life Cycle Management

Civil engineering companies are faced with the challenging task of managing the bidding process and execution processes (after the project is won) for large and complex projects. At its core the project life cycle can be summarized by five critical components; Bidding & Estimation, Project Forecasting & Planning, Project execution by way of own resource and/or Subcontracting, Project resource Management and Project Cost Control.

Dynamic Netsoft Construction Suite for 365 provides a single consolidated solution that enables you to effectively manage all critical project components, and provides a holistic and project centric approach to efficiently managing all parts of your projects life cycle, sales, operational as well as administrative.



### Sales

- ◆ Opportunity Creation
- ◆ Bid details with submission date alerts
- ◆ Bid template definition
- ◆ Cost, Margin & Price Analysis
- ◆ Site Details
- ◆ Opportunity Follow-up



### Planning

- ◆ Project Activity scheduling
- ◆ Project forecasting and planning
- ◆ Resource Planning
- ◆ Project Budgeting



### Execution

#### Operational

- ◆ Subcontractor data
- ◆ Work order Management
- ◆ Change order Management
- ◆ Project supply chain
- ◆ Dispute/ Issue Management
- ◆ Control & Analysis

#### Administrative

- ◆ Submittals Tacking
- ◆ Request for Inspection details
- ◆ Work progress tracking
- ◆ Retention( with client & subcontractors)
- ◆ Progress Billing
- ◆ Milestone Billing
- ◆ Transactions - Actual



# Bidding Management

## Dynamic Netsoft Bid Management

Ensuring a successful project delivery starts with the bid, misjudged estimates and overoptimistic delivery projections at the quotation stage can prove costly mistakes as the project progresses. An increasingly competitive business environment means that companies must submit highly competitive bids in order to win new business, often at very short notice. Bidding for a new contract is typically a complicated process that requires you to commit to detailed project deliverables within a certain timeframe and typically at a fixed price.

### Still using a spreadsheet?

Many estimators are still using generic spreadsheets to build their estimates. A risky business practice to say the least. Deleting a cell and the built-in formula can create havoc. And, errors aside—what about standardization? With different estimators doing their own thing, inconsistent processes can result in confusion and if something's overlooked, your profit margins may be in serious jeopardy.



## Dynamic NetSoft Bidding Management inspires confidence

Dynamic Netsoft Bid Management System lets you process, manage, and document customer RFQs / RFPs, and develop accurate bids for both material and/or service contracts. It gives you the tool to analyse the cost sheet from different perspectives. You can access pre-existing templates or define new ones to prepare a winning bid easily. Estimating cost sheets and bid templates allow for customer specific items to be modified. Use the workflow automation to enlist multiple approvals for the effort & cost sheet before finalizing the bid. Use the iterations and price simulation functionalities to analyse the cost effect and the net worth of the bid based on discounts, mark up %, profitability value, charges etc., which will ultimately win the contract.

Efficient bid management through embedded customer relationship management (CRM) capabilities including visibility of historical bids. Generated documents and reports from the module such as Tender evaluation, Action Plan and bid analysis reports provide the user with analytical information. Links to project tasks, for pre contract award tracking, and associations built between materials and services for simultaneous delivery, are converted to the project to ensure accuracy and consistency.

With Dynamic NetSoft Bidding Management, you can feel confident about your estimates from the moment you begin the bid process. We can help you save time, curb risk, and maximize profits by automating your entire estimating procedure. Your estimating processes will be more consistent with everyone using the same tool. Even better, our Bidding module is built on market leading Microsoft Dynamics AX which integrates with Dynamics AX Project Accounting & Management, Supply Chain and Sales & Marketing modules, so that once you win a bid, you can convert your estimate into Project and get started right away.



# FEATURES



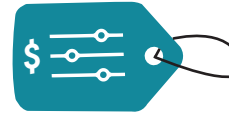
## Bid Creation

- Opportunity creation in CRM and Bid creation
- Tracking of Bid submission date, closing date etc. with alerts
- Creation of action plan with various action items to process the Bid
- Tender evaluation including the scope of work along with bid bond details
- Risk Analysis



## Bid Costing

- Manual entry of BOQ with multiple hierarchy levels
- Import utility of BOQ from excel with multiple hierarchy levels
- Definition of BOM for each BOQ
- Detailed costing for each BOQ which includes labour cost, equipment cost and item cost etc.
- Costing, Mark-up, and Pricing by Project level/BOQ level/Item level
- Allocation of Indirect cost during the costing of the project
- Workflow approvals for the cost sheets and bids before the bid submission



## Price Simulation

- Mark-up & price simulator which helps planner to simulate multiple scenarios of applying mark-up % for BOQ items etc. till the satisfied level of Price and Margin is achieved
- Maintenance of Revision history for the cost sheets and bids



## Integration with procurement to arrive at Bid price

- Integration with procurement module for processing RFQ to get the quotation from Vendor in order to arrive at the bid price for the items.



## Bid Finalization & Project contracts

- Conversion of won bids to projects in Dynamics AX project module
- Update the opportunity with bid details and track Win-Loss Ratio
- Transfer of Bid details including BOQ hierarchy to Project WBS, Project Forecasts and Item requirements



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