

### Anitech's Tender Review Checklist

Crafting a successful bid requires a meticulous 'go/no-go' evaluation process, a facet often underestimated in the bustling bidding landscape.

Reflecting on this, here is our 'Tender Review Checklist' to guide professionals through a strategic bid assessment.

Sr. No.	Tender Criteria	Questions	Yes	No	Comments
1	<b>Capability</b>	<p>Can we meet an acceptable proportion of the (higher weighted) scope and criteria?</p> <p>Do we have the necessary resources to fulfil the requirements within achievable timeframes?</p>			
2	<b>Client</b>	<p>Do we have an existing relationship with the client?</p> <p>Is this an opportunity to establish a desired strategic partnership?</p>			
3	<b>Commercial Return</b>	<p>Is the pricing competitive, and does it prioritise margin over price?</p> <p>Can we maintain profitability without relying on discounts or anticipating variations?</p>			
4	<b>Competitors</b>	<p>Are we competitive in the bid?</p> <p>How do we position ourselves against other competitors?</p>			

5	<b>Contract Conditions</b>	<p>Does the tender documentation include a contract?</p> <p>Are there any red flags in the contract terms (e.g., one-sided clauses, unlimited liability)?</p> <p>Do we need to seek legal clarification or review for any contract-related issues?</p>			
6	<b>Current Opportunities</b>	<p>If we bid for this, could we be excluded from more strategic opportunities?</p>			
7	<b>Certainty (Risk)</b>	<p>Do any combined criteria raise flags regarding potential risks (e.g., difficult client combined with schedule pressure)?</p> <p>Can identified risks be insured, and what is the overall insurability of these risks?</p>			

Download this Tender Review Checklist and ensure that your organisation meets all the criteria.

For further assistance, feel free to reach out to us at 1300 802 163 or e-mail – [sales@anitechgroup.com](mailto:sales@anitechgroup.com).