



A case study

The problems

- Project delays
- Delivery of incorrect equipment
- Contract disputes



The main causes

- Wrong specs/agreements used - unauthorized changes
- Speed - sending documents back and forth wastes time and versions get mixed up
- Access to information - thousands of emails and attachments - how do I find the one I need



A single point of truth - in the cloud



No local outdated information on anybody's pc

Master library of standards

- Standard templates for different projects
 - QC, RTG/RMG/ASC, Mobile equipment
- ONLY THE CORRECT VERSION ever available

No more wrong versions or unauthorized changes



Online collaboration

- Concurrent editing/approval in the cloud
- Locked sections reduce errors and checking
- All stakeholders can work on the documents concurrently - editing and approving sections as they go along
- All edits stored in a permanent audit trail with compare and roll-back functionality

No more time wasted routing documents to various stakeholders and no more unauthorized changes



Evaluating tenders the old way

Vendor 1

TENDER SPECIFICATION

I. PRICE LIST

1. Period of application of price list is from **April 15, 2021 to March 31, 2023** for all new MAF RETAIL HYPERMARKETS projects (newly) and/or partial (renewal) and/or partial (renewal) projects.

Note: 1. Final Duration and Quantities of this year tender will be updated shortly.

2. As of now you are requested to submit the tender as per the mentioned quantities.

3. The type of Tender must be FOB port of origin.

4. Customs duty and other taxes must be indicated in the summary sheet for information.

5. Any modification of rate and/or payment terms defined herein must be communicated by registered letter with acknowledgment of receipt by the SUPPLIER to MAF RETAIL HYPERMARKETS at least two (2) months before the date that they enter into force. MAF RETAIL HYPERMARKETS may review the application of the said new tariffs and/or payment terms and require the tariffs and payment terms in force on the date of signature hereof to be maintained throughout the duration of this agreement.

6. Unit Price must be according to the listing and quantities in **Index I**.

Payment terms

- Payment shall be made by the MAF RETAIL HYPERMARKETS local operating company as follows by bank transfer only. A bank guarantee is mandatory (thank you to send us a draft with your proposal).
- The terms are as follows:
 - Twenty percent (20%) of the total amount at the order confirmation against bank guarantee in the same amount.
 - Eighty percent (80%) of the total amount not later than one hundred twenty (120) days after bill of lading.
- For orders less than twenty thousand United States Dollar (USD 20,000), the total amount (100%) not later than thirty (30) days after bill of lading (case for spare parts, additional orders etc.), no advance payment.

Commercial Agreement

- A commercial agreement will be signed between both companies.
- It will be sent to the appointed supplier only.

II. SPECIFICATION

1. Specifications
See **Index II**

2. Colors
Blue coating is forbidden for all MAF Retail

Vendor 2

Remy InfoSource

Objective

To supply the iSpec system on a SAAS basis for the purpose of Tender, Bid and Contract Management.

Background: Remy InfoSource

Remy InfoSource is part of the InfoSource Group which has more than 30 years of experience in the supply and implementation of software solutions. Satisfied customers include QTerminals, HPH, ICTSI, DP World, Siemens Transportation, QTerminals, Trent Port Services, SABMiller, Novellus, ARMSCOR, and many more.

1.1. Proposed solution

iSpec DMS

iSpec DMS is an online contract drafting and Document Management solution.

The Master Library allows for:

- Management of all your master document sets and templates in a library for use by your sales, legal, engineering and other departments.
- Templates can contain variables for automatic insertion, locked and editable sections for document preparation, and can be assigned to the various groups or departments for use in their daily job functions.

The Document Management Repository allows you to:

- Use a template or project set to create documents for a contract or a whole project. Assign editors and approvals. Once the document has been prepared, invite your customer or supplier to view the document and comment or edit it depending on the permissions you allow them. With permanent history tracking you can always go back and change negotiations. The notes linked to the various sections provide guidance to internal users only on how to prepare the contract, and what negotiations, discounts and other variations are allowed. Comments can be added by both parties for discussion. Once the contract has been agreed, it can be locked and the external party can agree to it. It is now ready for downloading as a PDF or to be sent for e-signature. Once signed a copy can be attached as a permanent record.
- See attached brochures for more details.

1.2. Benefits

In summary, iSpec benefits are:

- Remote concurrent editing capability for all stakeholders
- Productivity - iSpec results in 300%+ improvement
- Accountability through iSpec's comprehensive audit trail
- Control - Approved templates and e-signature approval control
- Transparency - iSpec audit trail and easy user access
- Multiple users geographically distributed can work on the same document at the same time without loss of data or conflict (unique to iSpec).

Individual customer savings and benefits may vary.

1.3. Case studies

See attached case studies - references available on request.

Vendor 3

Microsoft Software	Product Type	License Grants
System Center Endpoint Protection (current branch)	On-Premises	10
Windows Server 2019 CALs (not edition specific)	On-Premises	10
Windows Server 2019 Essentials	On-Premises	1
Windows Server 2019 Remote Desktop Services (RDS) CALs	On-Premises	10
Windows Server 2019 Standard	On-Premises	16
Windows Storage Server 2016 Workgroup	On-Premises	1

Business Applications

Microsoft Software	Product Type	License Grants
Microsoft Dynamics 365 - Customer Engagement	Cloud Service	5
Microsoft Office 365 E3	Cloud Service	5
Microsoft Dynamics CRM Workgroup Server 2016	On-Premises	1 server license provides access to five users.

Data & AI

Microsoft Software	Product Type	License Grants
Machine Learning Server for Hadoop	On-Premises	1
Machine Learning Server for Linux	On-Premises	1
Microsoft SQL Server 2019 Standard (per core)	On-Premises	2

Modern Workplace

Microsoft Software	Product Type	License Grants
Enterprise Mobility Suite	Cloud Service	5
Microsoft Intune	Cloud Service	5
Microsoft Office 365 E3	Cloud Service	5
Advanced Threat Analytics Client Management License	On-Premises	5
Microsoft Desktop Optimization Pack (MDOP) 2015	On-Premises	10
Microsoft Exchange Server 2019 Standard	On-Premises	1
Microsoft Exchange Server 2019 Standard CALs	On-Premises	10

Sup Name	Supplier Item Number	Item Desc	Cur. Code	Unit Price	UOM
		Item 1 - Shopping Cart for Adult 210 L Without babyseat (autowalk)	USD		each
		Item 2 - Shopping Cart for Adult 210 L Without babyseat (non autowalk)	USD		each
		Item 3 - Shopping Cart for Adult 210 L With babyseat (autowalk)	USD		each
		Item 4 - Shopping Cart for Adult 210 L With babyseat (non autowalk)	USD		each
		Item 5 - Shopping Cart for Adult 240L with babyseat (autowalk)	USD		each
		Item 6 - Shopping Cart for Adult 240L with babyseat (non autowalk)	USD		each
		Item 7 - Shopping Carts with Baby Cradle 210 L inc. Baby Cradle (autowalk)	USD		each
		Item 8 - Shopping Carts with Baby Cradle 210 L inc. Baby Cradle (non autowalk)	USD		each
		Item 9 - Shopping Carts for handicapped 35 L	USD		each
		Item 10 - Shopping cart for Adult 150 L with Baby seat (autowalk)	USD		each
		Item 11 - Shopping cart for Adult 125 L with Baby seat (non autowalk)	USD		each
		Item 12 - Shopping Cart for Adult 150 L with baby seat (autowalk)	USD		each
		Item 13 - Shopping Cart for Adult 150 L with baby seat (non autowalk)	USD		each
		Item 14 - Shopping cart for adult 180 L with babyseat (autowalk)	USD		each
		Item 15 - Shopping cart for adult 180 L with babyseat (non autowalk)	USD		each
		Item 16 - Red Shopping Basket 28 L	USD		each
		Item 17 - Wheel Base	USD		each
		Item 18 - Convenience Trolley 2x 28 L	USD		each
		Item 19 - Rolling Shopping Basket 34 L	USD		each
		Item 20 - Trolley Wire Platform TROLLEY PM	USD		each
		Item 21 - Roll Hn - 1800	USD		each
		Item 22 - Basket Cart	USD		each
		Item 23 - Cart Lock mounted or dismounted	USD		each
		Item 24 - Handle for Carts Metal tube of diam 27 mm, with squared edges	USD		each
		Item 25 - Swivel front caster diam 125 mm for autowalk	USD		each
		Item 26 - Swivel or fixed rear caster diam 125 mm for autowalk	USD		each
		Item 27 - Swivel front caster diam 125 mm for autowalk	USD		each
		Item 28 - Swivel or fixed rear caster diam 125 mm for autowalk	USD		each
		Item 29 - Baby seat belt	USD		each
		Item 30 - Mechanical Brake key inc. change to standard base trolley extra-cost	USD		each
		Item 31 - Back flap bumper	USD		each
		Item 32 - Bumper for front basket	USD		each
		Item 33 - Bumper for horizontal base key	USD		each
		Item 34 - Baby seat plate 115 mm	USD		each
		Item 35 - Rolling Basket Type 2 (1.2 wheels)	USD		each
		Item 36 - Rolling Basket Type 2 (1.4 wheels)	USD		each
		Item 37 - Plastic Trolley 240 L	USD		each
		Item 38 - Plastic Trolley 210 L	USD		each
		Item 39 - Plastic Trolley 180 L	USD		each
		Item 40 - Plastic Trolley - 150 L	USD		each
		Item 41 - Plastic Trolley 110 L	USD		each
		Item 42 - Push Trolley with Bag	USD		each
		Item 43 - Swivel front caster diam 125 mm for autowalk (red double disc)	USD		each
		Item 44 - Swivel front caster diam 125 mm for autowalk (single disc)	USD		each
		Item 45 - Swivel front caster diam 125 mm for autowalk (single disc)	USD		each
		Item 46 - Merchandise trolley	USD		each
		Item 47 - Merchandise Trolley Type 2	USD		each
		Item 48 - Promotion Table	USD		each
		44 tools for maintenance free of charge	USD		free
		Anti-static wear included in above handles free of charge	USD		free

Unit Number	Exp. Desc.	P&E Site Name	Project Location Description	Equipment Cart
1	RD-01	WALL DOOR REMEDIATION	P & E - ENIC GARNALAM	ENIC CIVIL GARNALAM
2	RD-02	BULLDOZER CATERPILLAR D8R	P & E - KHANZAN WORKSHOP	WELL PAID CONSTRUCTIONS-CIVIL
3	RD-03	BULLDOZER KOMATSU D8R-6	P & E - ENIC LEKWAR	OVERHEAD - OTHER COST
4	RD-04	CHILLER UNIT - CARRIER	P & E - CONYSAHAN OPERATIONS	CONSTRUCTION OF TYP WORK-CIVIL
5	CH-01	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
6	CH-02	CHILLER UNIT - SNOWWY LOW-BO	P & E - KHANZAN WORKSHOP	WELL PAID CONSTRUCTIONS-CIVIL
7	CH-03	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
8	CH-04	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
9	CH-05	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
10	CH-06	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
11	CH-07	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
12	CH-08	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
13	CH-09	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
14	CH-10	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
15	CH-11	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
16	CH-12	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
17	CH-13	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
18	CH-14	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
19	CH-15	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
20	CH-16	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
21	CH-17	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
22	CH-18	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
23	CH-19	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
24	CH-20	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
25	CH-21	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
26	CH-22	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
27	CH-23	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
28	CH-24	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
29	CH-25	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
30	CH-26	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
31	CH-27	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
32	CH-28	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
33	CH-29	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
34	CH-30	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
35	CH-31	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
36	CH-32	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
37	CH-33	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
38	CH-34	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
39	CH-35	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
40	CH-36	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
41	CH-37	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
42	CH-38	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
43	CH-39	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
44	CH-40	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
45	CH-41	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
46	CH-42	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
47	CH-43	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
48	CH-44	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
49	CH-45	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
50	CH-46	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
51	CH-47	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
52	CH-48	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
53	CH-49	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
54	CH-50	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
55	CH-51	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
56	CH-52	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
57	CH-53	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
58	CH-54	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
59	CH-55	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
60	CH-56	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
61	CH-57	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
62	CH-58	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
63	CH-59	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
64	CH-60	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
65	CH-61	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
66	CH-62	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
67	CH-63	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
68	CH-64	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
69	CH-65	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
70	CH-66	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
71	CH-67	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
72	CH-68	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
73	CH-69	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
74	CH-70	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
75	CH-71	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
76	CH-72	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
77	CH-73	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
78	CH-74	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
79	CH-75	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
80	CH-76	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
81	CH-77	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
82	CH-78	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
83	CH-79	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
84	CH-80	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
85	CH-81	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
86	CH-82	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
87	CH-83	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
88	CH-84	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
89	CH-85	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
90	CH-86	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
91	CH-87	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
92	CH-88	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
93	CH-89	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
94	CH-90	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
95	CH-91	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
96	CH-92	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
97	CH-93	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
98	CH-94	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
99	CH-95	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL
100	CH-96	CHILLER UNIT - SNOWWY LOW-BO	P & E - ENIC VIAL	ENIC CIVIL VIAL

Sender	Receiver	Viewer in messenger	CC
Customer	One or more vendors	Vendors, Internal users	Customer Internal users
	Awarded vendor	Awarded vendor, TPI, Internal users	Customer Internal users
	TPI	Only TPI (Not 2nd) Internal users	Customer Internal users
	TPI Group	Awarded vendor, All TPI, Internal users	Customer Internal users
Customer	TPI	Only 1 TPI(Not 2nd), Internal users,	Awarded vendor
Vendor	Customer	Vendors, Internal users	
Awarded Vendor	Customer	Vendors, Internal users, TPI,	
	TPI 1	Vendors, All TPI 1+2, Internal users	
	TPI Group	Vendors, All TPI 1+2, Internal users	
Awarded Vendor	TPI	Vendors All TPI 1+2, Internal users	Customer
TPI	Customer	TPI 1+2, Internal users	
	Awarded vendor	TPI 1+2, Awarded vendor, Internal users	
	TPI Group	TPI 1 + 2, Awarded vendor, Internal users	
	TPI (Another)	TPI 1 + 2, Awarded vendor, Internal users	
TPI	Awarded vendor	TPI 1 + 2, Awarded vendor, Internal users	Customer
TPI	TPI (Another)	TPI 1 + 2, Awarded vendor, Internal users	Customer
TPI reply to customer		TPI 1 + 2, Awarded vendor, Internal users	Awarded vendor
		All TPis see the reply in the messenger	

Finding the information quickly

Open the employer's requirement (not Word)

Select the vendor

Open the messenger

Go to the gantry drive

Vendor submission incl. attachments

Audit trail

Specification

DOCUMENT OVERVIEW EMPLOYERS REQUIREMENT

Employers Requirement overview

Show all vendors

Select a vendor to view his responses and correspondence

VENDOR14 (Awarded Vendor)

2.6. Section 04290 -Catenary Rope Support

2.6.1. Part 1 - General

2.6.2. Part 2 - Design

2.7. Section 04300 -Boom

2.7.1. Part 1 - General

2.7.2. Part 2 - Design

2.8. Section 04350 -Boom Hoist Drive

2.8.1. Part 1 - General

2.8.2. Part 2 - Design

2.9. Section 04400 -Gantry Drive

2.9.1. Part 1 - General

2.9.2. Part 2 - Design

2.10. Section 04450 -Emergency Drives

2.10.1. Part 1 - General

2.10.2. Part 2 - Design

2.11. Section 04650 -Head Blocks

2.11.1. Part 1 - General

2.11.2. Part 2 - Design

2.12. Section 04700 -Hydraulic Systems

2.12.1. Part 1 - General

2.12.2. Part 2 - Design

2.12.3. Part 3 - Execution

3. Division 05 - Mechanical Equipment

3.1. Section 05100 - Gearing and Gear Re

2.9.2. Part 2 - Design

NOTE:
Vendor must select compliance

Current Agreement

DETAILED GENERAL RESPONSE AND ATTACHMENTS

test	test	test
test	test	test
Response text....		

Compliance

Yes No

ACCEPTANCE

Submitted by : Joe tzhang on 12 Mar 2019 10:52:09

Accepted by : Joe Felix On 22 Mar 2019 09:47:00

History

2.9.2.1. 2.01 GENERAL

Capacity of the motors shall be such that they will be capable to travelat rated speed to the tie down area, against a wind of 28 meters/second blowing along the rail.

In addition gantry brakes combined with the rail brakes or wheels brakes shall be capable of holding the crane against a wind speed of 35 meters/second.

A Wheels shall be mounted in equalized bogies connected by equalizer beams to insure that the gantry corner loading is equally distributed to all wheels.

B The number of driven and braked wheels on each corner shall be suitable for the application, but not less than 75% of the total number of wheels.

Project : Employers Requirement
Document : Employers Requirement
Heading : Employers Requirement/Division 04 - Mechanical System Design/Section 04400 -Gantry Drive/Part 2 - Design

Compose

Show all Show unread mail only Show deleted mails

From anyone To anyone

Search

Select all

Date posted: 02 Apr 2019 14:55:31 By: Joe Felix

Read by Joe tzhang on 06 Apr 2019 14:01:17

test test test
test test test
Correspondence message tex

Date posted: 29 Mar 2019 10:09:37 By: Joe tzhang

Read by Joe Felix on 29 Mar 2019 10:13:08

test test test
test test test
Correspondence message tex

View all the emails relating to the gantry drive or compose a new message

Find the information instantly and resolve any disputes quickly

Evaluating tenders the iSpec way

Remy InfoSource

DashboardTendersReportsLibraryAdministrationiNspecPieter Boshoff

COMPARISON REPORTSNEW NETWORK FOR DUBAI OFFICE (EVALUATE)

View non-compliance details

All items checked

Build report

Click on document to view details

Non-compliance details

Project name

New network for Dubai Office (evaluate)

Export

Document name

IBM networks (Shortlisted Vendor)

Network supplies (Shortlisted Vendor)

UNTITLED (Shortlisted Vendor)

Form of Contract

1

0

0

Select report

View non-compliance details

Delivery comparison report

Technical response/data comparison report

Detailed pricing comparison report

Compact pricing comparison report

Combined technical/data/pricing comparison report

Build report

Project name

New network for Dubai Office (evaluate)

Export

Document name

IBM networks (Shortlisted Vendor)

COMPARISON REPORTSNEW NETWORK FOR DUBAI OFFICE (EVALUATE)

Compact pricing comparison report

All items checked

Build report

Click on document to view details

Compact pricing comparison report

Project name

New network for Dubai Office (evaluate)

Export

Document name

IBM networks (Shortlisted Vendor)

Network supplies (Shortlisted Vendor)

UNTITLED (Shortlisted Vendor)

Commercial submission

\$ 67,000.00

\$ 87,200.00

\$ 1,203,888.00

Total :

\$ 67,000.00

\$ 87,200.00

\$ 1,203,888.00

Total Project Cost Summary

Budget: \$ 50,000.00

	IBM networks (Shortlisted Vendor)	Network supplies (Shortlisted Vendor)	UNTITLED (Shortlisted Vendor)
Grand total	\$ 67,000.00	\$ 87,200.00	\$ 1,203,888.00
External total	\$ 0.00	\$ 0.00	\$ 0.00
Complete project cost	\$ 67,000.00 (34.00% Over budget)	\$ 87,200.00 (74.40% Over budget)	\$ 1,203,888.00 (2,307.78% Over budget)

Compact pricing comparison report

Project : New network for Dubai Office (evaluate)

Document : Commercial submission

Click on a magnifying glass for more detail

Alert triangles indicate non-compliance. Bold italics indicate items not yet accepted. Cheapest prices are underlined.

Award each item to the cheapest vendor

Expand all

Name	IBM networks (Shortlisted Vendor)	Network supplies (Shortlisted Vendor)	UNTITLED (Shortlisted Vendor)
Commercial submission	Pricing roll up: \$ 67,000.00	Pricing roll up: \$ 87,200.00	Pricing roll up: \$ 1,203,888.00
1. Price of equipment	Default * \$ 48,000.00 Incl.	Default * \$ 68,000.00 Incl.	Default * \$ 456,546.00 Incl.
2. Cost of installation	Default \$ 16,000.00 Incl.	Default \$ 15,000.00 Incl.	Default * \$ 746,775.00 Incl.
3. Training	Default * \$ 3,000.00 Incl.	Default * \$ 4,200.00 Incl.	Default * \$ 567.00 Incl.

Drill down to detail level

Any date

All business units

All vendors

All categories

All types

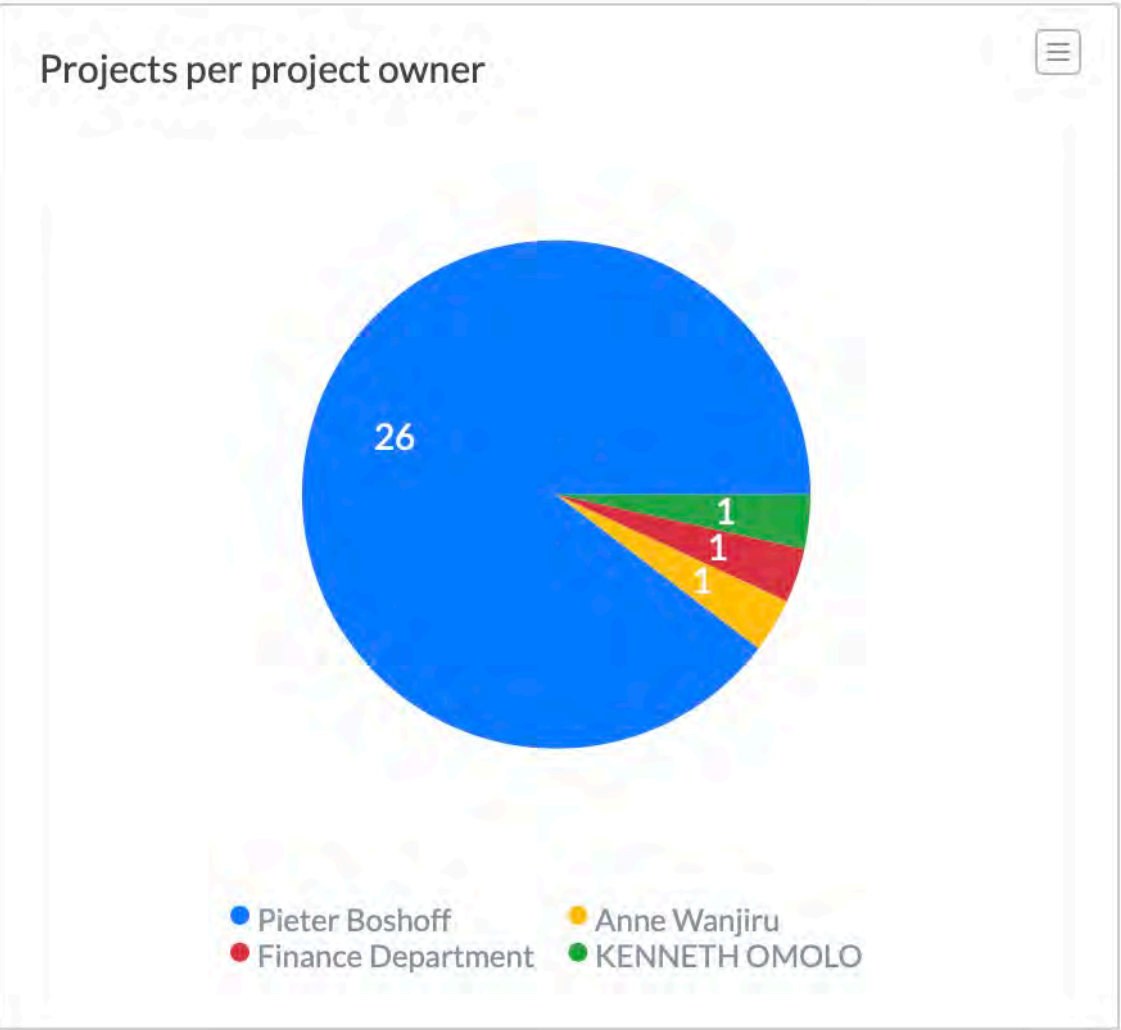
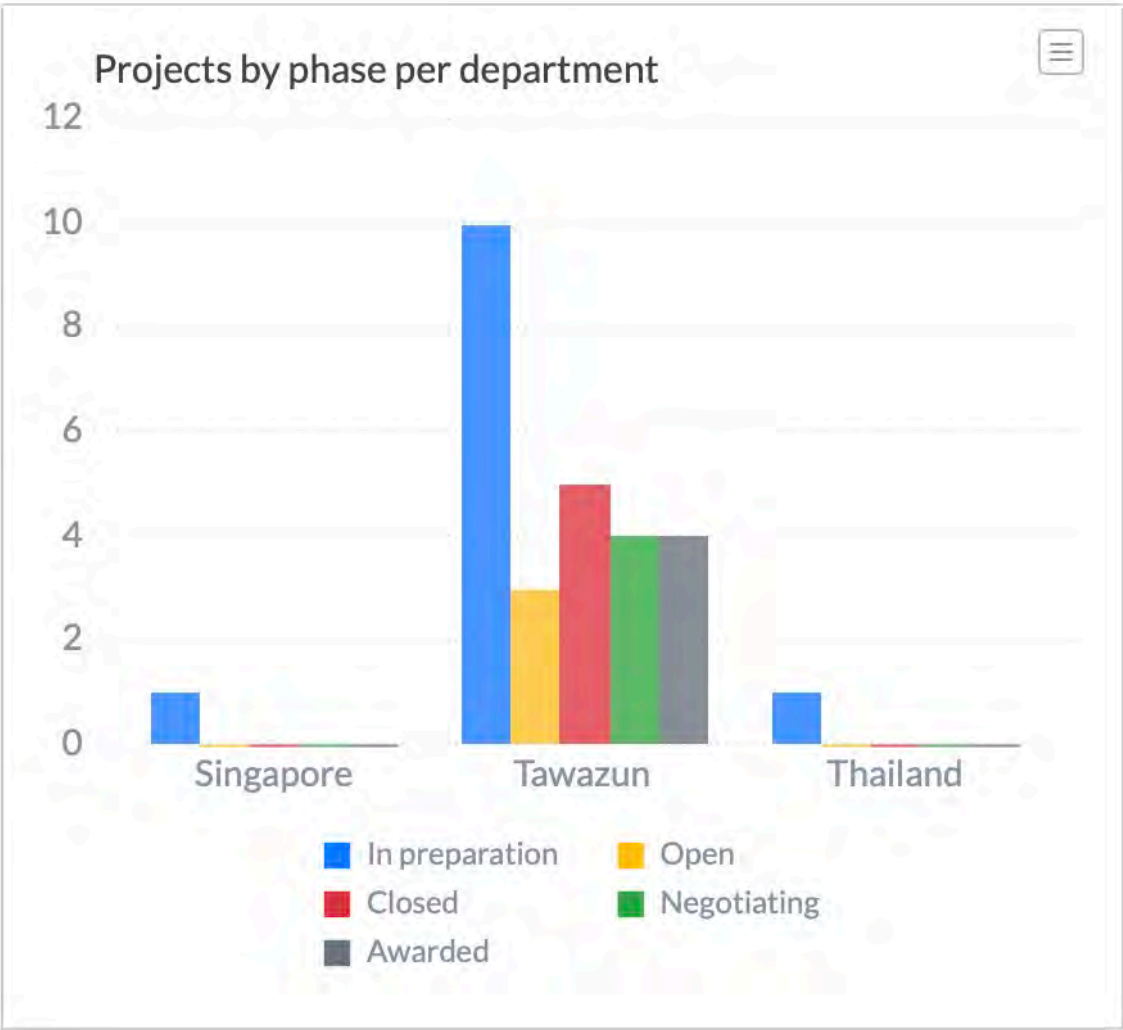
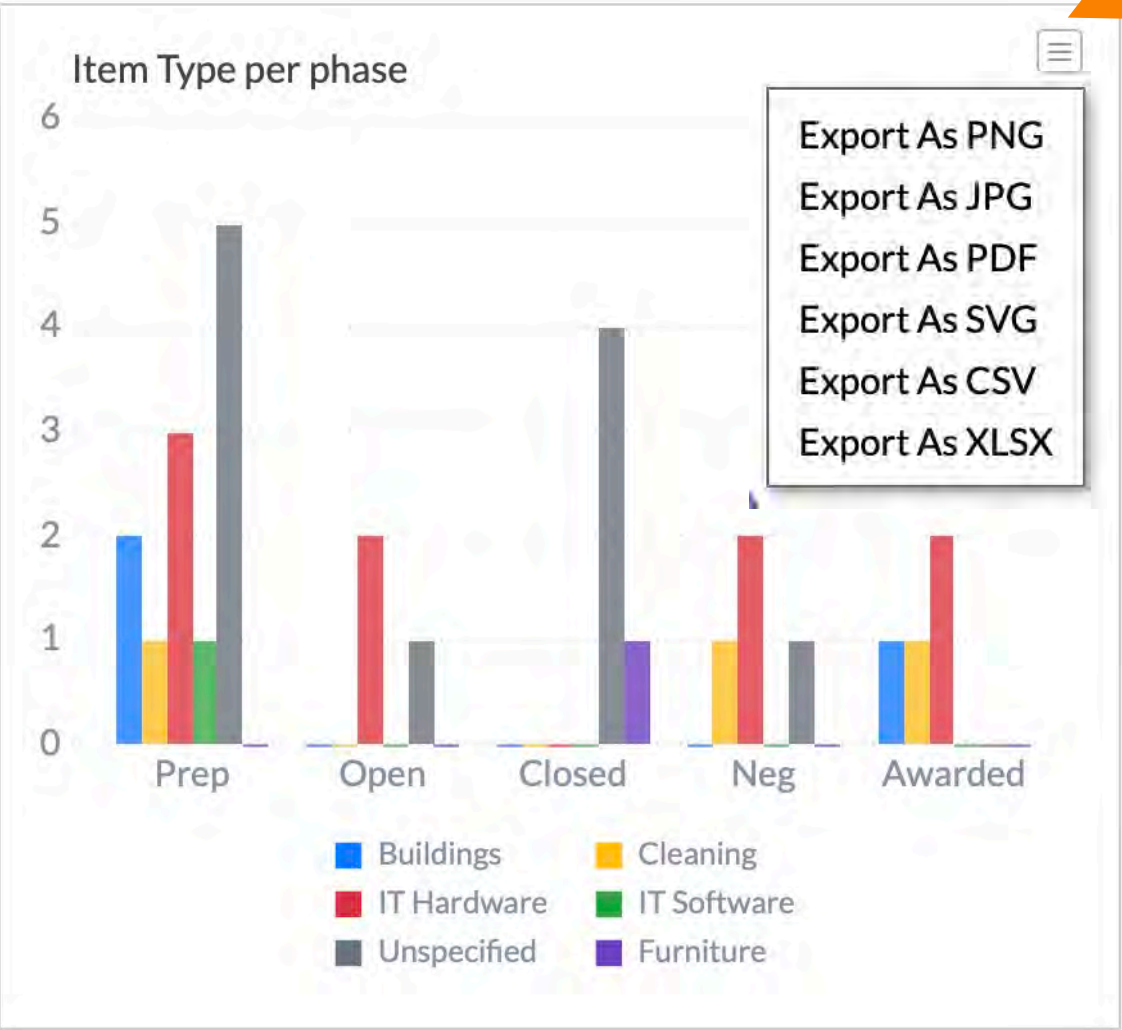
- ☐ My projects only (Projects on which I have a role)
- ☐ My items only (Only items requiring my attention)
- Apply Reset



Outstanding tasks

+ daily email with to-do list

- 🔍 Score responses
- Project : New network for Dubai Office (evaluate)
- 🔍 Evaluate or moderate
- Project : Copy of Price test
- Project : New network for Dubai Office (evaluate)
- 👤 Review negotiations
- Project : Export styles
- 🔍 Vendor registrations



Total Awards

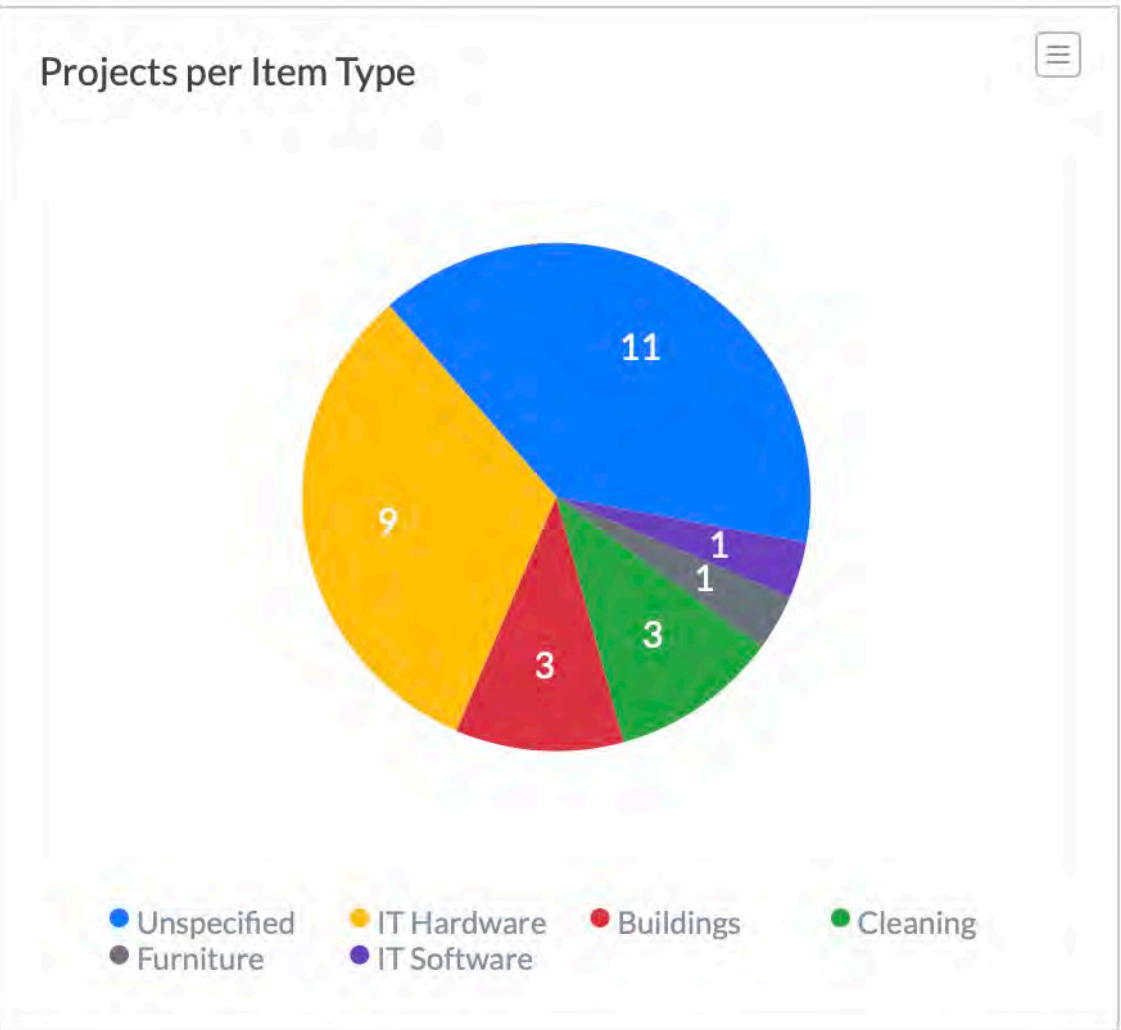
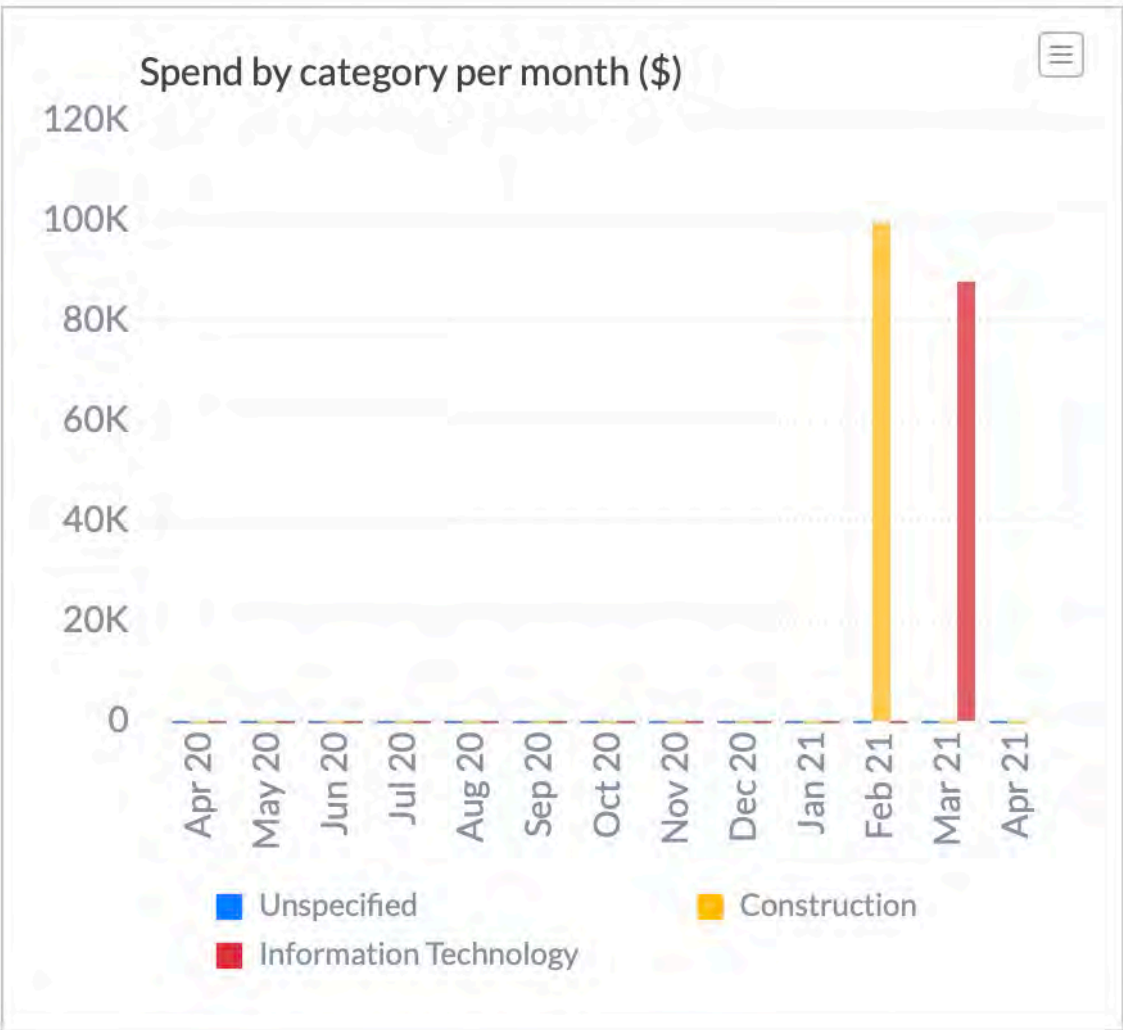
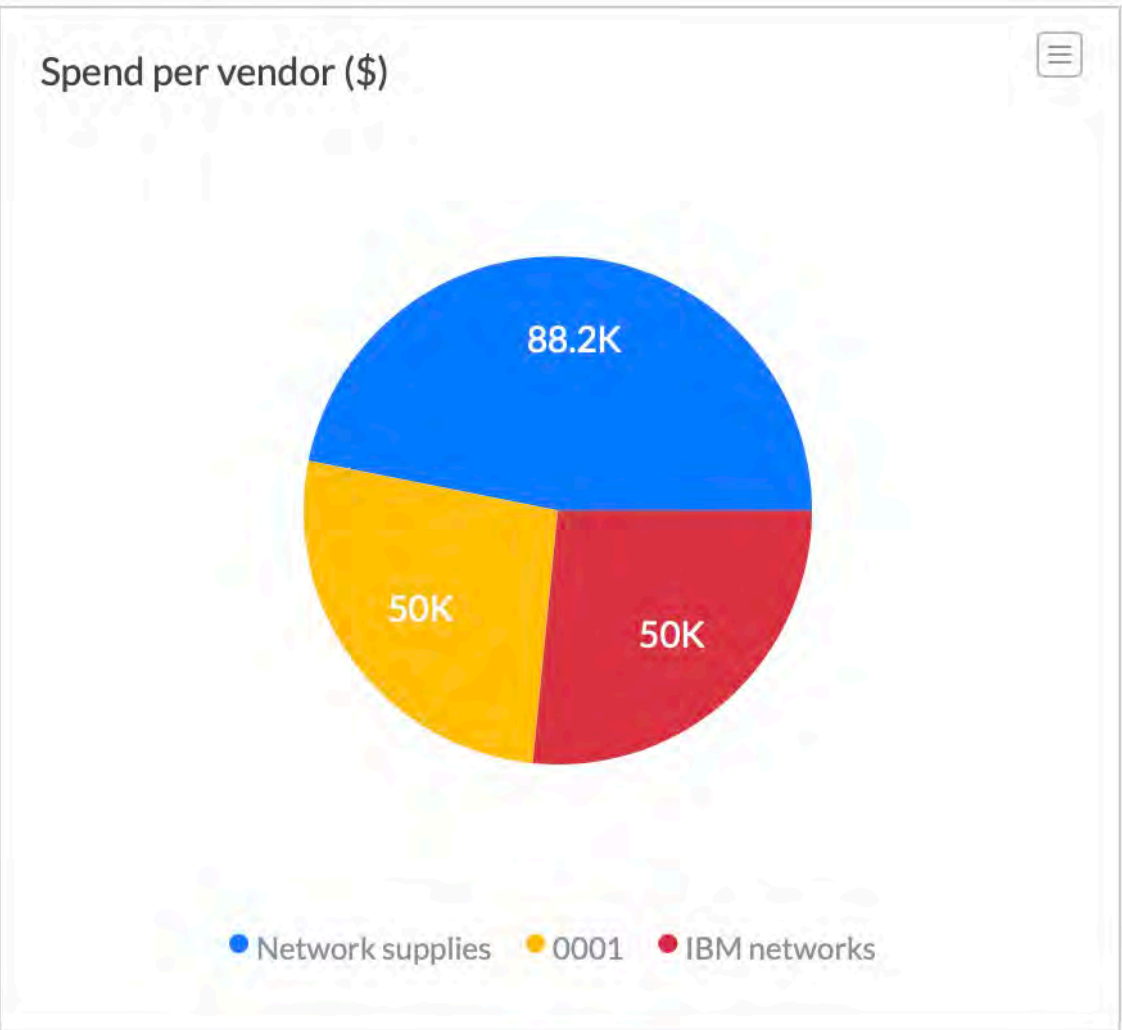
\$ 188.20K

Discount negotiated

\$ -15,500.00

Budget savings

0.00 %



So much more

Project planning and tracking

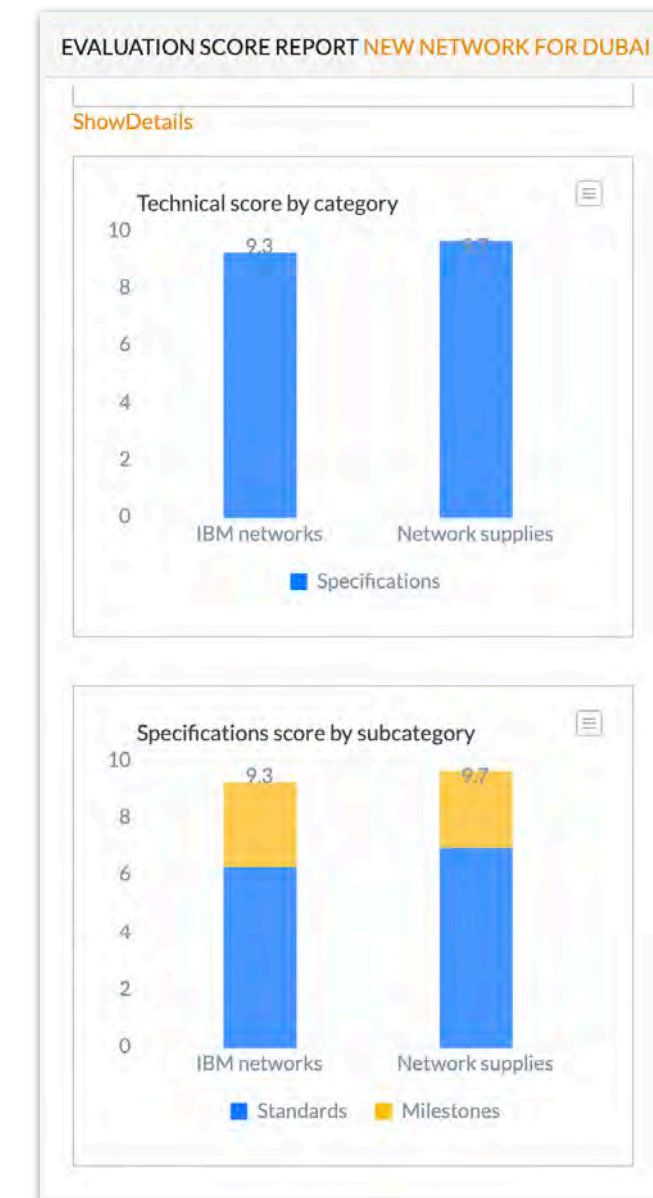
Double click on this icon to enter or confirm actual delivery

Double-click on this icon to negotiate the delivery dates once you have selected at least 1 vendor

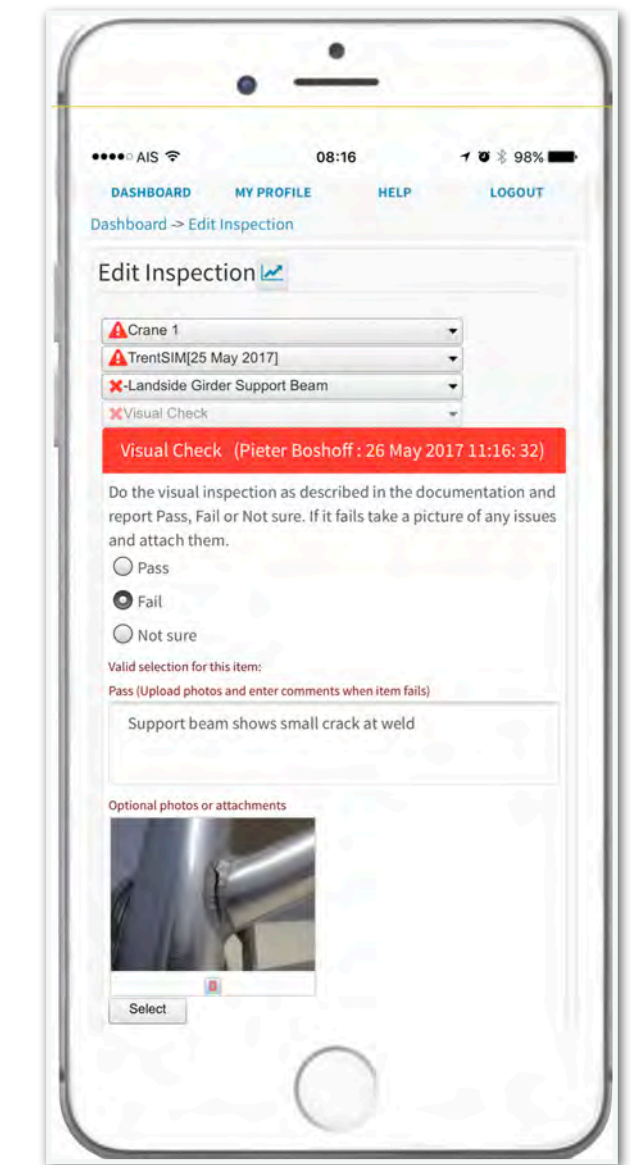
Contract date : 01 Jul 2019

		2021											
Deliverables	Date	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
▼ Schedules	11 Oct 2020												
▼ Item 1 - Time for Completion (Delivery, Commi...	11 Oct 2020												
Promised delivery date	11 Oct 2020												
Promised commissioning date	20 Nov 2020												
Actual delivery date	18 Oct 2020												
Actual commissioning date	20 Nov 2020												
▼ Item 2 - Time for Completion (Delivery, Commi...	11 Oct 2020												
Promised delivery date	11 Oct 2020												
Promised commissioning date	20 Nov 2020												
Actual delivery date	18 Oct 2020												
Actual commissioning date	20 Nov 2020												
▼ Item 3 - Time for Completion (Delivery, Commi...	11 Oct 2020												
Promised delivery date	11 Oct 2020												
Promised commissioning date	20 Nov 2020												

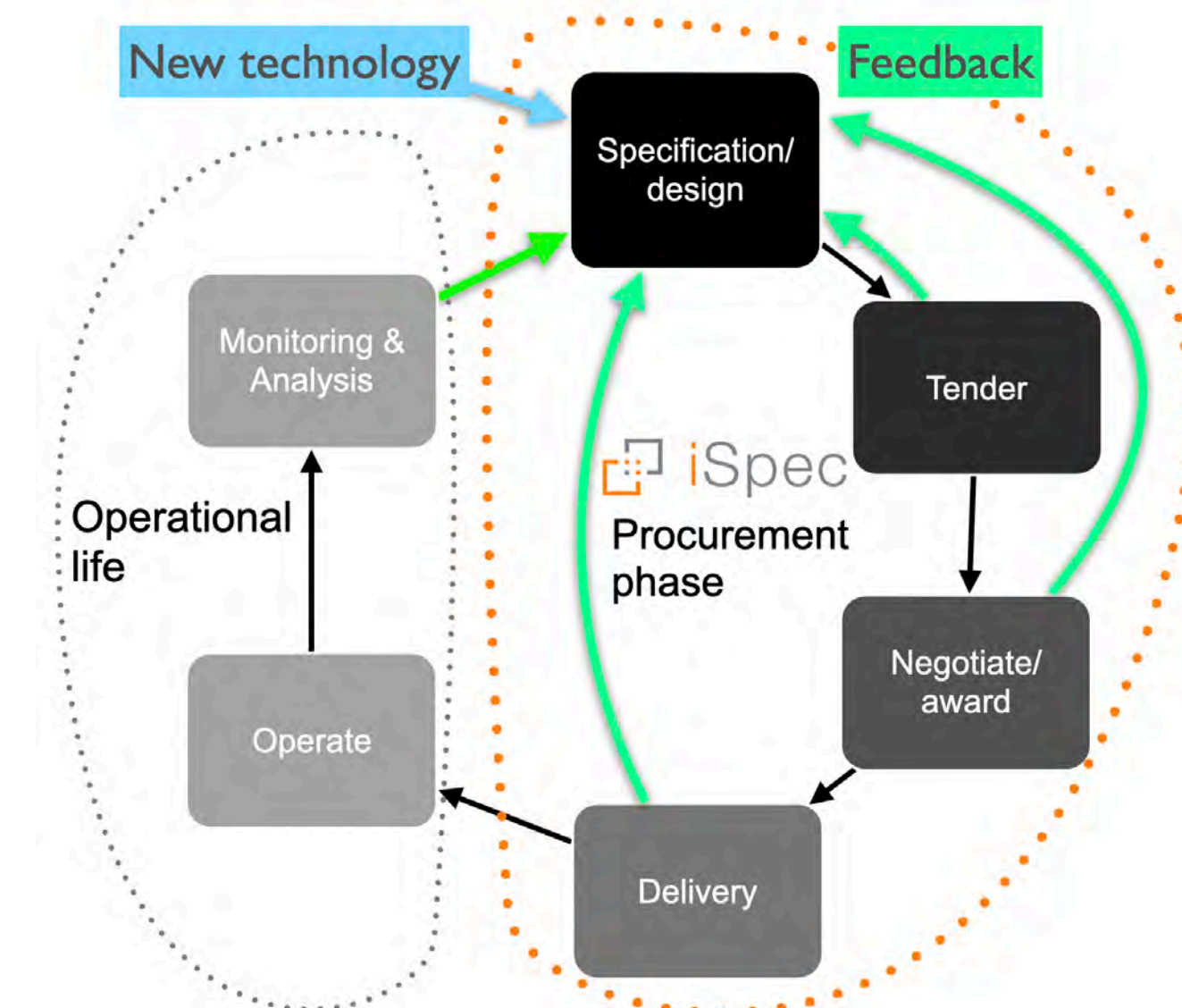
Scoring reports



QA and mobile inspections



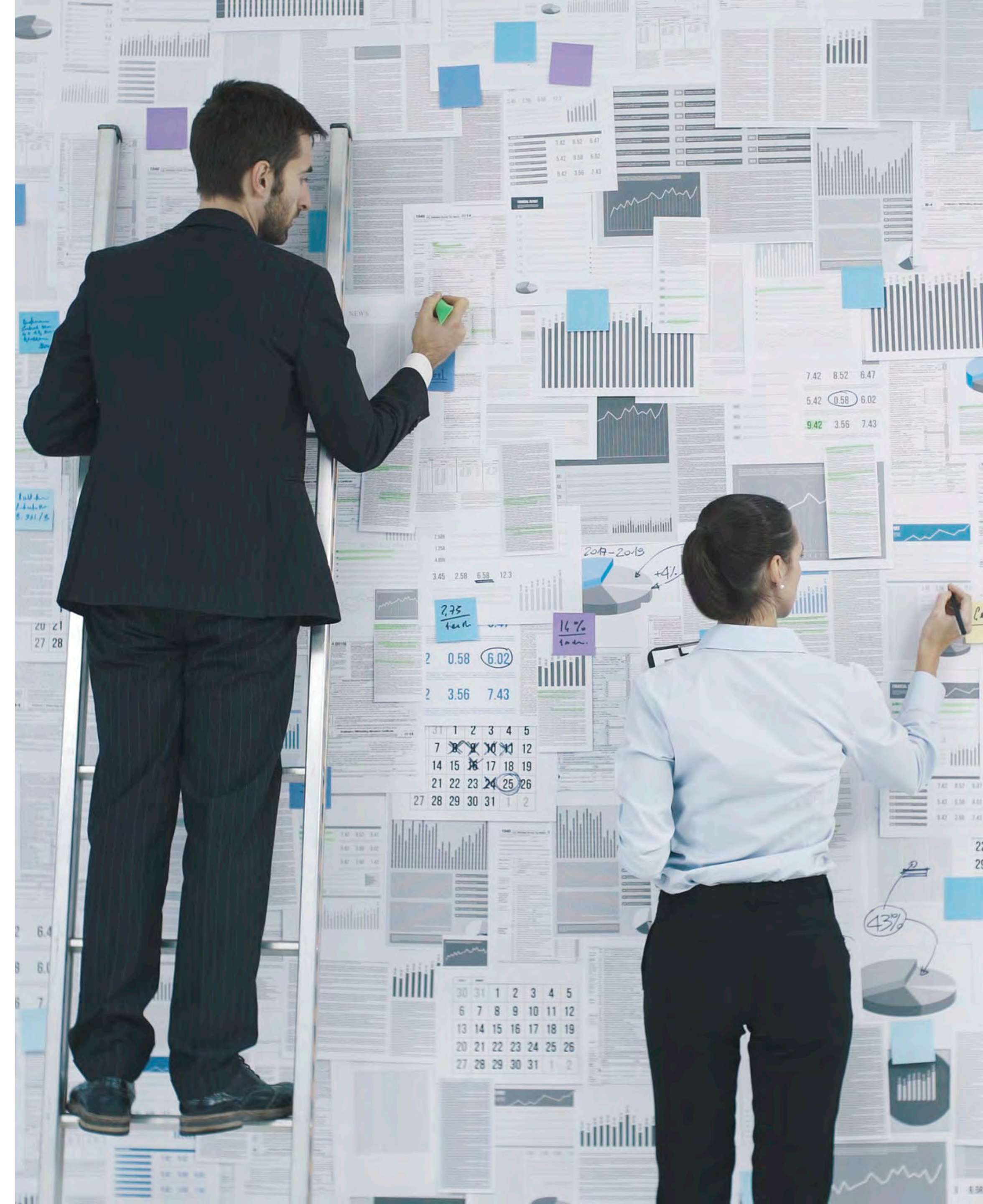
Continuous improvement



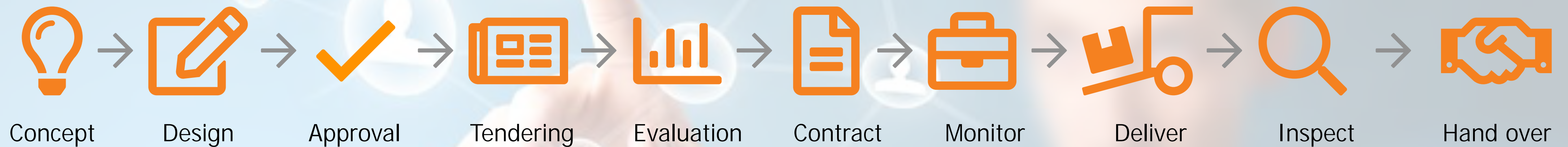
Controlled access

- Based on your role on a project you can:
 - Edit/view/approve only certain information
 - Perform certain functions
- However full transparency and a complete audit trail for auditors and management

No more unauthorized changes or viewing of sensitive data



A Single Point-of-Truth



A seamless, fully integrated, collaborative process from concept to final handover/delivery with a comprehensive, contextual audit trail allowing full transparency



Reduce amendments and disputes

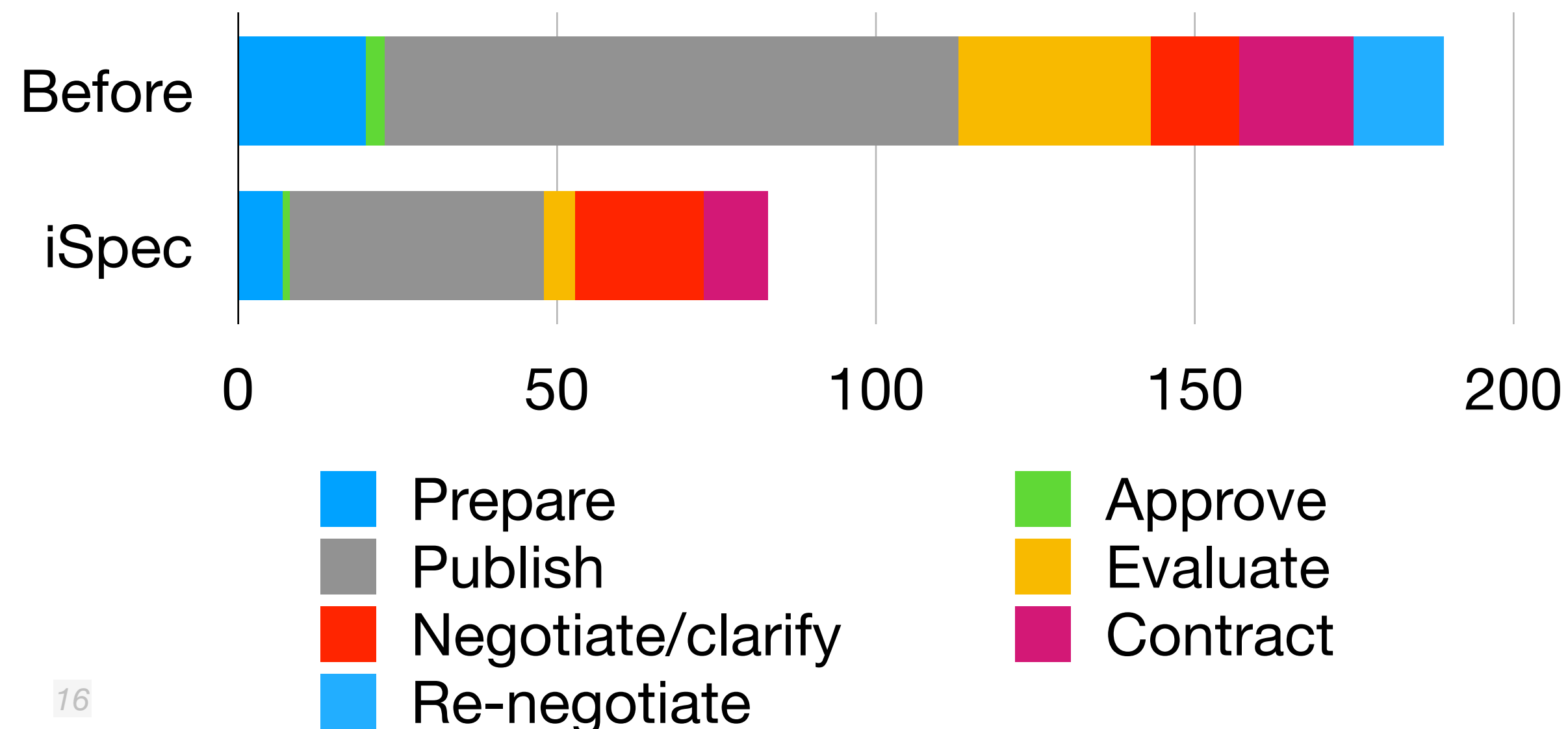
- Vendor has to respond with compliance on each section/clause
- Reduction in ambiguity - “we don’t agree with your interpretation” - or - “never saw that”
- Take more time to clarify and negotiate initially - less and less as time goes on
- Reduces amendments and design reviews
- Audit trail contains every email, clarification, amendment, negotiation allowing full transparency for easier dispute resolution



Before and after CAT 1

Word/PDF/Excel

- Difficult to maintain templates
- Version control
- Easy to create and attach
- Difficult to evaluate and compare
- Difficult to finalise contract



iSpec

- One-time effort to import templates (we do it for you)
- Easy to maintain and control
- Spend a little effort up front - save a ton later
- Large savings and ease down the line
- All the automated features we have shown you

	Before	iSpec
Prepare	20	7
Approve	3	1
Publish	90	40
Evaluate	30	5
Negotiate/clarify	14	20
Contract	18	10
Re-negotiate	14	0



THANK YOU