

CASE STUDY e-TENDER MANAGEMENT

peoplewware
small company, big difference



CHALLENGE

A leading Civil Engineering company was being inundated with paper based tenders, which were time consuming to process and manage.

BENEFITS

The lead time for turn-round of a tender was cut by 80%.

The system also saves on duplication of effort, minimizes errors, is compliant with their QA system, and provides a huge financial saving per annum.

One of the UK's top civil engineering companies, Birse Civils, was being inundated with paper based tenders. They decided to search the market for an electronic solution but couldn't find a good fit with their business process. We documented the process, and then defined, designed and implemented a solution with their business partner Canon UK.

Challenge

The centralized tender management department was being flooded with paper based documentation, which had to be split down into sub-contractor trades, of which there were up to forty, and then distributed to at least three companies in each trade group for pricing. When the sub-contractors returned the priced tenders, these had to be consolidated back into a single document for submission to the client.

Solution

Peoplewware, working with the Canon solutions team, designed and implemented an electronic solution based upon the eCopy scanning technology that was built into Canon Multi-functional devices (MFD's). This enabled the tender team to scan documents into a central repository and then electronically sort them at the computer terminal into trades. Subsequently they were then either e-mailed direct to the sub-contractor, or written to a CD for distribution by post where the sub-contractor could not receive e-mails. The project was delivered on time and within budget.

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Here at peoplewware we've been introducing innovative practices for specific customer requirements for the last six years. Using the lessons learned in the construction, financial services and oil & gas industries we are now applying these practices to businesses across all markets and disciplines.

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