CUBE RM

IMPROVING TENDER PROCESSES AND CAPABILITIES WORLDWIDE

AT A GLANCE

Challenges

- Build a Global Tender Excellence Project
- Improve Tender Processes
- Maximize profit from Tender Business

Our contribution

- Tender Central provides global visibility of upcoming tenders
- Intelligence and insights across countries
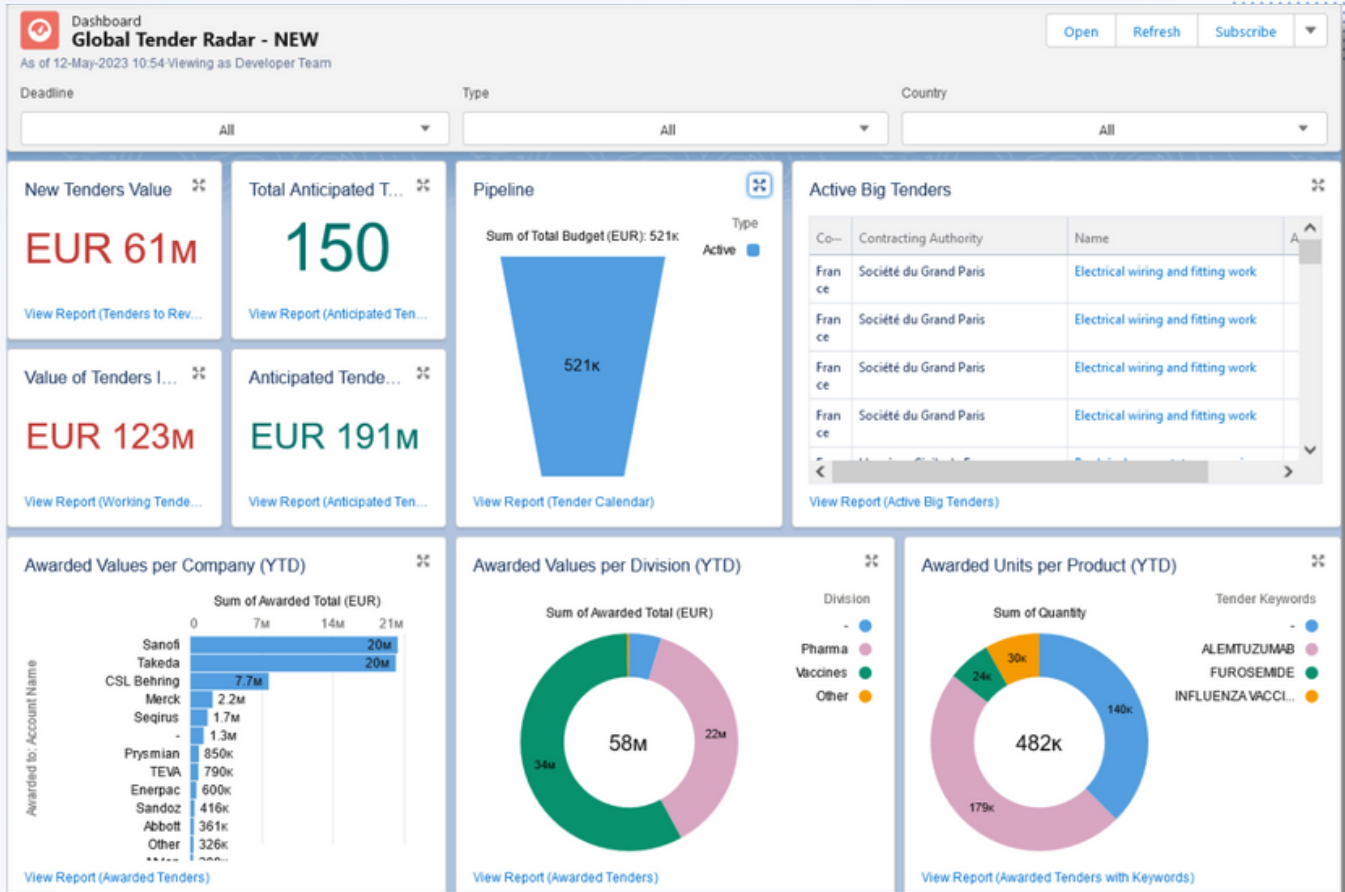- Predictive Pricing Model

SITUATION

A global pharmaceutical and medical device company specializing in eye care products understood early on, that for some of their portfolios, over 75% of the business is tendered. They have therefore built a global tender excellence project to improve tender processes, tools and capabilities.

ACTION

Cube RM's Tender Central, including its predictive pricing model, is the backbone of this project. Countries across the globe are using the tool to improve global visibility of upcoming relevant tender opportunities, share intelligence and insights across countries and improve their pricing decisions.

*Numbers from 5 tender sources & 3 keywords

"TED discovery helps the team to work on the tenders sooner"

"We are able to capture relevant tenders and keep a track of bids & no bids with justifications"

Customer's feedback

RESULT

Significant improvements in terms of efficiency and communication along the tendering process, within countries, but also on a global level. Countries are using Tender discovery to get an instant update on upcoming tenders. Some countries with short submission timelines get tender alerts multiple times a day to ensure longest possible preparation time.