TECHNICAL BID REVIEW / ILLUSTRATIVE CASE

Which supplier bids meet the essential requirements?

The management decision

Resolve any unanswered mandatory requirement before relying on a total score. Give every supplier the same chance to clarify its evidence within the procurement timetable.

Two suppliers may quote similar performance for different conditions. A missing operating limit can matter more than a small price difference or a higher overall score. A technical bid review gives procurement and the site team a common view of which requirements are met, where bids differ and what needs clarification before award.

Worked example

Bid A supplies evidence for 15 of 18 requirements and Bid B for 16. If one requirement missing from B is an essential operating limit, its higher score cannot establish that the unit is suitable.

Example figure	What it represents
18	Requirements
15	Supported by bid A
16	Supported by bid B

What changes the answer

When the supplier answers the outstanding question, record whether the bid becomes eligible, moves in the ranking or simply gains stronger evidence for an existing score.

Technical bid review

What to commission

Compare bids for one equipment purchase against agreed operating conditions and mandatory limits.

We compare the conditions suppliers used for their figures, record departures from the specification and flag missing information. Each bidder gets clear questions on the points that could affect the shortlist or require a contract clarification.

How to judge the result

Each bid shows the source of each critical performance claim and an explicit question wherever evidence is missing.

Compare commercial terms only after identifying the technically eligible options. Record any extra site work or operating limitation that changes what a quoted price buys.

Decision worksheet

Project detail	Starting point for your team
Decision owner	Procurement lead and engineering reviewer. Name the person who will approve the next step.
Records to gather	Supplier proposals, the operating requirements and the criteria that matter to your decision.
Agreed output	A scored technical comparison, a list of differences and questions for each supplier.
Decision date	Record the deadline, any unresolved assumption and who will confirm it.

Discuss this case

Tell us what you are buying, when you need to narrow the field and the requirement you are most concerned about. Say how many bids you expect and whether a clarification deadline has already been set. We can agree how to review the proposals remotely.

Email info@oxetc.co.uk and mention ENG-03. All figures in the worked example are illustrative.