Maximize revenue with a global tendering strategy

Model N Global Tender Management helps you maximize revenues by optimizing bids, aligning local and global resources in the tender process, and enabling you to capitalize on the benefits of a data-based approach to tendering. By consolidating capabilities so that all information relevant to the tender offer is in one place, this robust application gives your teams the insights and controls they need to win more tenders at the right price.

Increase sales by identifying tenders quickly

Quickly identify and determine if you qualify for public tenders. The Tender Hub provides a single repository for accessing tender publication sources from most countries. Search on multiple Common Procurement Vocabulary codes or keywords from a single window. Tender publications of interest can easily be converted into tenders within the system and worked on by your staff.

Compile relevant information

Assemble data and competitive information required for a response. Improve margins by utilizing resources to shape bids with criteria based on presimulated most economically advantageous tender (MEAT) and competitive data.

Reduce risk

Reduce the risk of non-compliance, disqualification, or penalties by improving execution through centralized documentation gathering and auditable approval workflows. Assign tasks within the system to ensure all information is tracked and auditable.
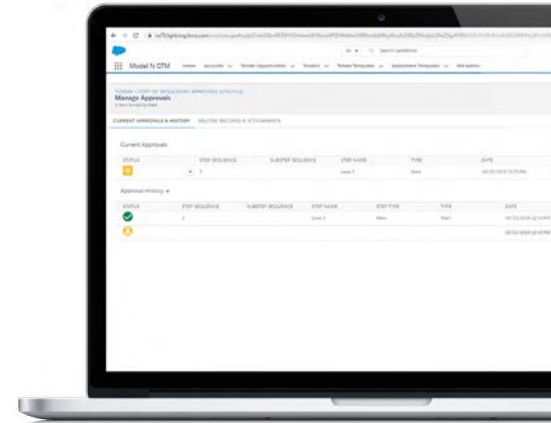
3 years

Poor tendering capabilities could mean losing access to a market for up to three years.

Streamline tender preparation with smart approvals

Reduce unnecessary reapproval steps when new tenders reuse data from existing ones by putting only the new data into the approval process. Rules can be set to differentiate the "approvers pool" that needs to be involved with data changes.

Track and analyze success

Capture competitive information for analysis to improve future submissions in the event of a loss. Track sales to ensure the tender is properly fulfilled in the event of a win and monitor key metrics and performance.

Smart approvals

Increase tender win rates with a better process and greater visibility

✓ Optimize 100% of global opportunities and proactively create winning strategies.

✓ Configure the platform to match local processes while retaining global visibility into all tendering aspects.

✓ Effectively evaluate opportunities so you can prioritize your efforts on those that offer higher likelihood of success.

✓ Accelerate information gathering and ensure accuracy to mitigate risk of failed submissions.

✓ Leverage insights into past performance and competitive information-based simulations to improve future submissions.

✓ Track order fulfillment to ensure contract conditions are met.

Streamline global tendering processes and optimize your bids.

Schedule a demonstration to learn how Model N Global Tender Management can help you efficiently identify, evaluate, respond to, and manage tenders.