



## SMART MARKER – the smart way to manage competitive tenders

**Consultancy Solutions Ltd (CSL)**, in association with **Lydden Management Ltd**, launches its new tender management methodology together with its associated software tool, **SMART MARKER**.

REQUIREMENT ASSESSMENT
Grouping: OPERATIONAL REQUIREMENT
Section A: System Requirements
Assess the extent to which the proposal confirms that the User shall be capable of achieving the aims and objectives of the Statement of User Requirement.
< Backwards <   REQUIREMENT   Justification   Parameters   > Forwards >
Question: 1 of 7   I.D: KUR
Marks and Impressions: 0   4   8   12   12
Key Non-Compliances: Yes   No   Yes
Risks to Authority: Yes   No   No
ACCEPT ASSESSMENT

PROPOSAL
A   A   B

CONTACT
Appointment   Telephone

CURRENT STATUS
Question NOT Assessed
Marks and Impressions
Key Non-Compliances
Risks to Authority
Go To Matrix   Delete Entry

MARKS AND IMPRESSIONS
0   4   8   12   12
Key Non-Compliances: Yes   No   Yes
Risks to Authority: Yes   No   No

MAIN MENU

**SMART MARKER** is an excellent tool which can be used by Tender Panels of all kinds to achieve fair, auditable, systematic and defensible results. It takes a lot of the guess work out of tender assessment and gives confidence to tenderers that their submissions are being marked wholly objectively.

**SMART MARKER**, which is fully compatible with all standard MS Windows-based PCs, combines a

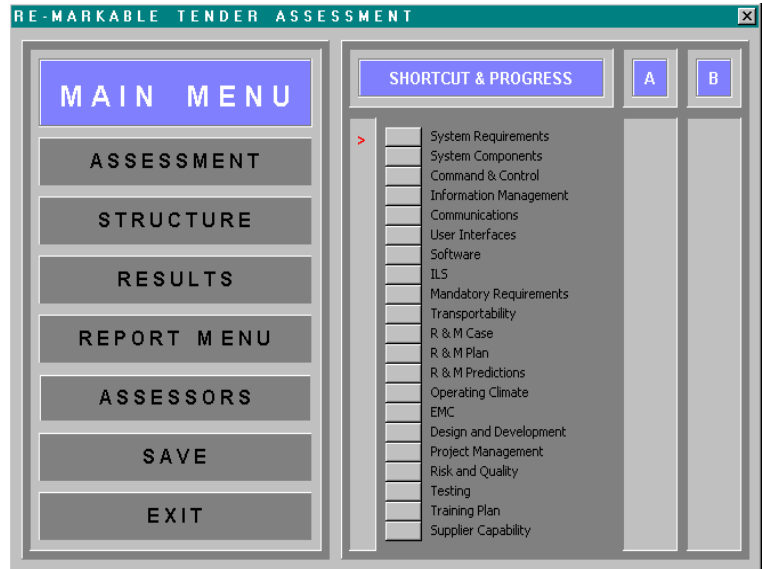
tender assessment methodology with its supporting software tool. Based on client-designated marking schemes and weightings, the tool is set up for Tender Panel members by a consultant. Using **SMART MARKER** at their own convenience, Panel members are guided methodically through the marking process requirement by requirement, in the knowledge that as they proceed, the marks awarded are being aggregated accurately and collated for report and traceability purposes. At the touch of a button, one or more reports are automatically generated.

We are only too aware of the difficulty hard-pressed Tender Panels have, particularly in the defence sector, in achieving consistency and transparency of results. At a stroke, **SMART MARKER** takes away the uncertainty and significantly reduces the drudgery of the tender assessment process. An added benefit is the ability to generate accurate, usable and

unchallengeable tender debriefs for the unlucky losers – after all, they are invariably in the majority!

We believe that not only will Tender Panels benefit from its advantages, but so will astute Bid Managers in managing their Red Team Reviews!

**SMART MARKER** is now available from CSL in conjunction with any of the company's existing proven consultancy services including Tender Assessment, Red Team Reviews and training. Enquiries should be directed to [Suzanne.Freeman@consulting-uk.com](mailto:Suzanne.Freeman@consulting-uk.com) in the first instance.



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