

# KONTRAD PROCUREMENT EVALUATION

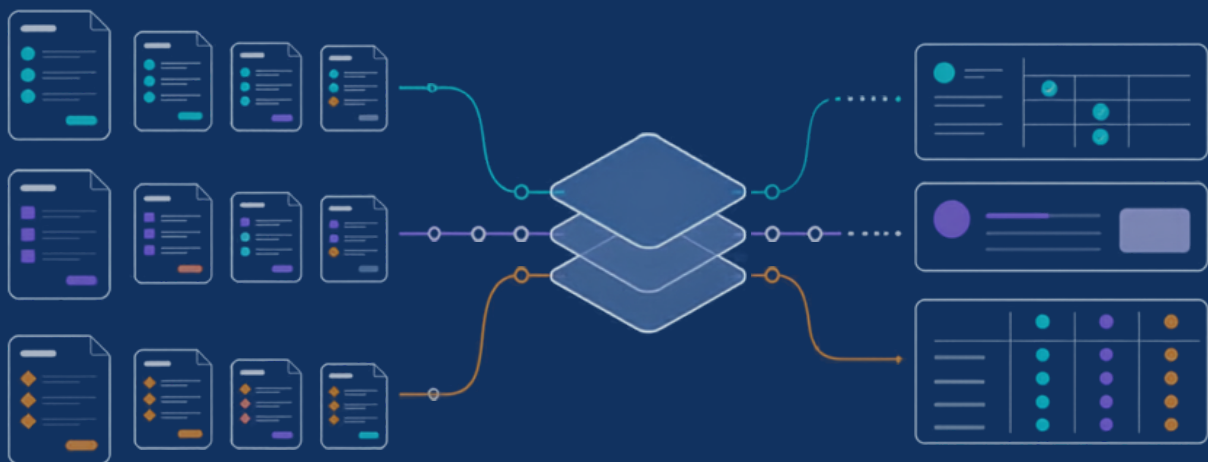
AI-ASSISTED PROPOSAL ALIGNMENT

CROSS-BIDDER EVALUATION

REQUIREMENTS-LEVEL COLLABORATION

## Stop discovering bid risk after award.

Identify material qualifications and assumptions across bidder proposals, connect them to the requirements they affect, and bring them into a structured, traceable review and evaluation workflow.



Fragmented proposals. Connected requirements. Decision-ready evaluation.

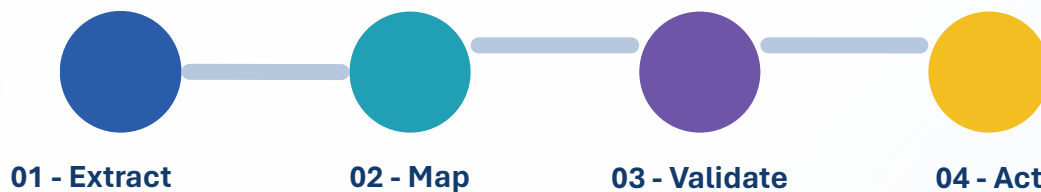


# Material proposal risk is rarely where teams expect to find it.

Qualifications are not always presented in a dedicated deviations schedule. Material assumptions, exclusions and dependencies may be dispersed across technical proposals, method statements, programmes, commercial submissions and pricing notes.

When these inputs are reviewed separately from the requirements they affect, important differences between bidders can be overlooked or discovered only after award.

## HOW PROPOSAL ALIGNMENT WORKS



## AI-ASSISTED REVIEW WITH BUSINESS-USER CONTROL

Kontrad accelerates the identification and organisation of material proposal inputs. Your teams validate the evidence, decide what enters the workflow and retain ownership of the conclusions.

**01 - Automated extraction of proposal inputs:** Identify material qualifications, assumptions, exclusions and deviations across bidder submissions.

**02 - Map inputs to requirements:** AI connects each extracted proposal input to the requirement it qualifies, modifies or depends upon.

**03 - Keep business users in control:** Review the source and suggested match before integrating the input.

**04 - Collaborate, clarify and evaluate:** Bring accepted inputs into bidder clarification and evaluation workflows.



# Keep the requirement, bidder position and decision connected.

Kontrad brings requirements, mapped proposal inputs, internal review and bidder clarification into the same governed workflow. Teams can resolve issues at requirement level while preserving the evidence and discussion behind each decision.

**REQUIREMENTS-LEVEL COLLABORATION**

Review mapped proposal inputs against the requirements they affect, coordinate clarification and retain the complete decision trail.

| REQUIREMENT                                                                                                                               | Northshore Restoration Ltd                                                                                                                                                                                                                                                                                           |
|-------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 19.7 Temporarily removed or isolated building-services equipment shall be function-tested with the Facility Operator after reinstatement. | <div>26 AI inputs pending</div> <div>Open</div> <div>AI Proposal Input Open Resolve</div> <p>The bidder excludes repair of pre-existing service defects and replacement of failed equipment from its included coordination and reinstatement scope.</p> <p>technical</p> <p>CJ (You)</p> <p>Reply to this thread</p> |

## COMPARE MATERIAL ISSUES CONSISTENTLY ACROSS BIDDERS.

Compare material issues across documents and bidders using a common evaluation structure, with the rationale supporting each assessment retained.

### CONSOLIDATED EVALUATION

|                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                              |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div>Northshore3 items</div> <div>Material concern</div> <p>Scope exclusions create material technical concerns before acceptance.</p> <p>Exclusions shift scope and performance risk beyond Meridian's limited clarifications.</p> | <div>Meridian4 items</div> <div>Review required</div> <p>Mostly aligned, with programme assumptions requiring targeted review.</p> <p>Programme clarifications preserve obligations more clearly than Northshore's technical exclusions.</p> |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

### CONSISTENT, EVIDENCE-BASED SCORING

Apply agreed evaluation criteria consistently across bidders, while retaining the evidence and rationale supporting each assessment.



# Improve visibility before award. Reduce delivery risk during execution.

By connecting proposal inputs to the requirements they affect, Kontrad gives project teams a clearer basis for evaluating compliance, resolving uncertainty and comparing bidders before commitments are incorporated into the award.

## ONE GOVERNED VIEW OF BID EVALUATION

Bring technical, commercial, contractual and delivery inputs into a single decision framework



## ADDRESS UNPRICED ASSUMPTIONS BEFORE THEY CAUSE REWORK, DELAYS AND ADDITIONAL COSTS.

Material qualifications are rarely confined to a deviations schedule. They are often buried across technical proposals, method statements, programmes and pricing assumptions. Kontrad helps teams surface them before award, connect them to the requirements they affect and bring them into a structured, traceable review and evaluation workflow.

### Protect margins

Surface commercial assumptions, exclusions and qualifications before delivery.

### Improve decision quality

Compare bidders consistently across technical, contractual, commercial and pricing dimensions.

### Strengthen governance

Keep comments, evidence, ownership and approvals within a traceable evaluation workflow.

### Accelerate alignment

Give procurement, engineering, commercial and project teams a shared view of the issues that matter.



# A focused way to validate the workflow

Kontrad can be configured around one live or representative procurement event, allowing your team to assess the workflow against its priority documents, decision points and stakeholder requirements before considering broader deployment.

## Three steps towards an informed decision



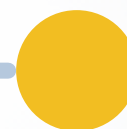
### 01 - Select

Identify a priority procurement event and the documents creating the greatest review friction.



### 02 - Validate

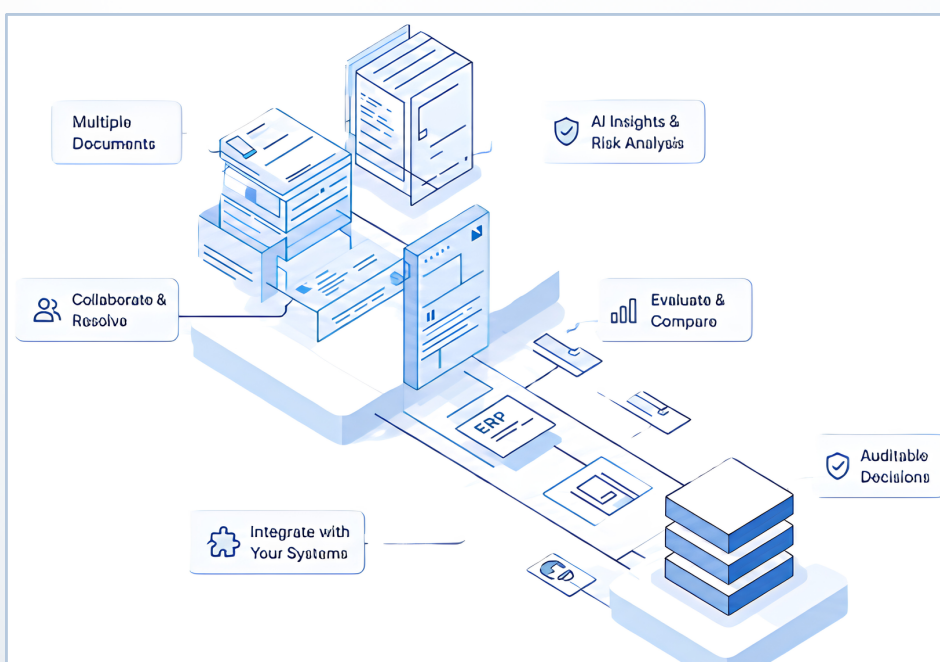
Apply the workflow with relevant business users and assess improvements in visibility, comparison and governance.



### 03 - Decide

Review the findings and determine where Kontrad could be scaled, integrated or adapted next.

## ENTERPRISE-READY BY DESIGN



**Governed permissions**

**Decision traceability**

**SharePoint / DMS integration**

**ERP integration**



**See how Kontrad could support your next procurement evaluation.**

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