

PROPOSAL REVIEW & REQUIREMENTS ALIGNMENT

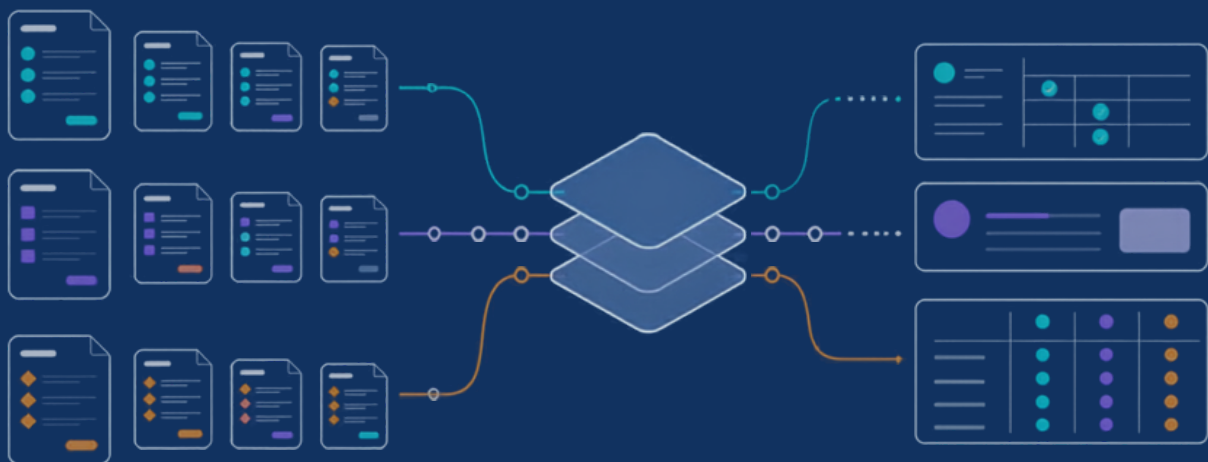
AI-ASSISTED PROPOSAL ALIGNMENT

CROSS-BIDDER EVALUATION

REQUIREMENTS-LEVEL COLLABORATION

Review submissions against requirements, align partner contributions and coordinate technical, commercial and contractual inputs.

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



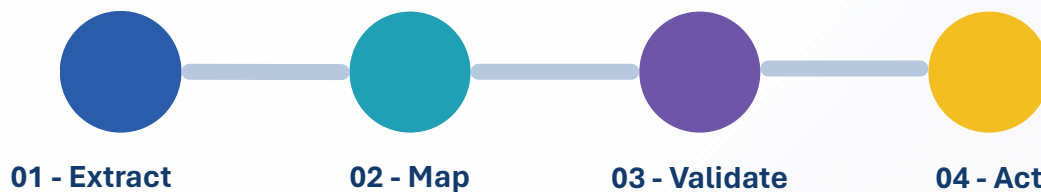
Fragmented proposals. Connected requirements. Decision-ready evaluation.

CONNECT SUBMISSIONS AND CONTRIBUTIONS TO THE REQUIREMENTS THEY MUST ADDRESS.

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, gaps and conflicting commitments can be overlooked before submission or 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 coordinated review, clarification and evaluation workflows.

KEEP THE REQUIREMENT, CONTRIBUTIONS AND DECISION CONNECTED.

Kontrad brings requirements, mapped proposal inputs, internal review and submitted clarifications 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.	26 AI inputs pending Open AI Proposal Input Open Resolve The bidder excludes repair of pre-existing service defects and replacement of failed equipment from its included coordination and reinstatement scope. technical CJ (You) Reply to this thread

CONSOLIDATE FINDINGS ACROSS DOCUMENTS AND CONTRIBUTORS.

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

CONSOLIDATED EVALUATION

Northshore

3 items

Material concern

Scope exclusions create material technical concerns before acceptance.

Exclusions shift scope and performance risk beyond Meridian's limited clarifications.

Meridian

4 items

Review required

Mostly aligned, with programme assumptions requiring targeted review.

Programme clarifications preserve obligations more clearly than Northshore's technical exclusions.

CONSISTENT, EVIDENCE-BASED SCORING

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

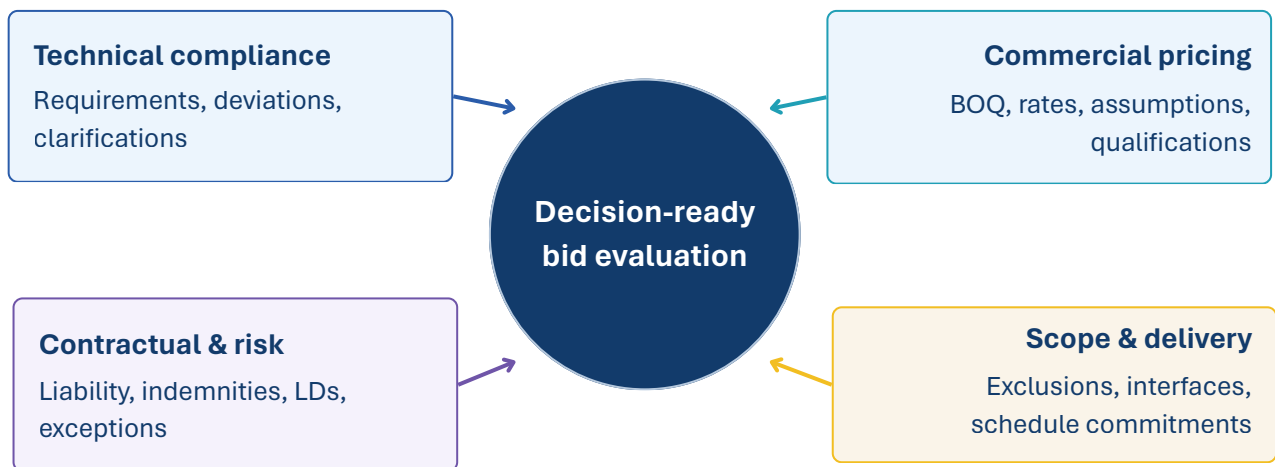


IMPROVE VISIBILITY BEFORE AWARD. REDUCE DELIVERY RISK DURING EXECUTION.

By connecting proposal inputs to requirements, Kontrad helps teams assess alignment, resolve uncertainty and coordinate contributions before submission or award.

ONE GOVERNED EVALUATION VIEW

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

Start with one past or ongoing project and an agreed set of documents. A focused pilot allows your team to assess Kontrad against its own requirements, review practices and collaboration needs.

Three steps towards an informed decision



01 - Define

Select one past or ongoing project.
Agree the use case, document set, participating team and success criteria.



02 - Apply

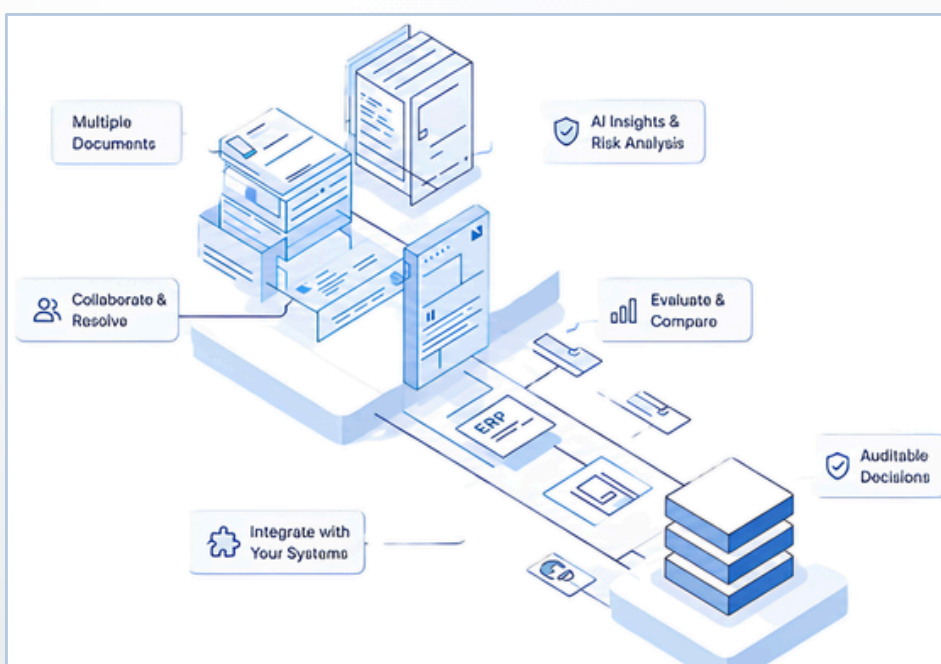
Review documents against requirements and validate findings with your team to clarify gaps and align contributions.



03 - Assess

Assess the pilot's value in improving review efficiency, submission quality and traceability, and agree the next steps.

ENTERPRISE-READY BY DESIGN



Governed permissions

Decision traceability

SharePoint / DMS integration

Integration scoping



Explore a focused pilot on one of your projects.

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