EKSTEND

FOR PUBLIC CONTRACTING AUTHORITIES

Know the market before you go to tender.

Independent technical market exploration for your IT tender.

DURATION

approx. 4 weeks

FIXED PRICE

€20,250

plus travel and incidental expenses and VAT

Preparing a tender? Talk to us.

In the free initial consultation we look at your project and timeline and tell you honestly whether an external market exploration makes sense.

PHONE

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EMAIL

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WEB

ekstend.de/en/services/trusted-advisor/markterkundung

Book a consultation

More on our website

When a market exploration helps

- The tender is coming up, but nobody knows the current market.
- Your procurement procedures attract unsuitable bids or too few of them.
- Business unit, IT and procurement office have different expectations.
- You have to justify selection criteria and minimum technical requirements in the procurement record (Vergabevermerk).

What you receive

- Neutral requirements analysis
- Market report with comparison matrix
- Technical criteria recommendation with a rationale for each criterion
- Methodology guide used to evaluate the bidders
- Results presentation for business unit, IT and procurement office

From needs to a well-founded criteria recommendation

What we do for you

1	**Needs & sign-off**	Drafting a requirements analysis with everyone involved.
2	**Market definition**	Defining the relevant vendor groups and solutions.
3	**Market screening**	Reviewing vendors and selecting a representative group of bidders.
4	**Bidder interviews**	Interviewing the bidders on an anonymous scenario to uniform standards.
5	**Report & criteria**	Preparing a market report and a well-founded criteria recommendation.
6	**Presentation**	Presenting the results to business unit, IT and procurement office.
7	**Follow-up support**	We remain available to discuss our results with you after completion.

Neutral, with no risk of prior involvement

Anonymous scenario

Vendors learn nothing about your organization or your project. We conduct the interviews on an anonymized sample procedure modelled on your procurement procedure.

The same standard for everyone

All bidders are interviewed with the same interview guide and can answer on equal terms.

Ekstend does not bid

We do not take part in procurement procedures that we helped to prepare.

What happens next: The market exploration is not the procurement procedure. You review the recommendations with your responsible departments and adopt suitable criteria into your tender documents.