

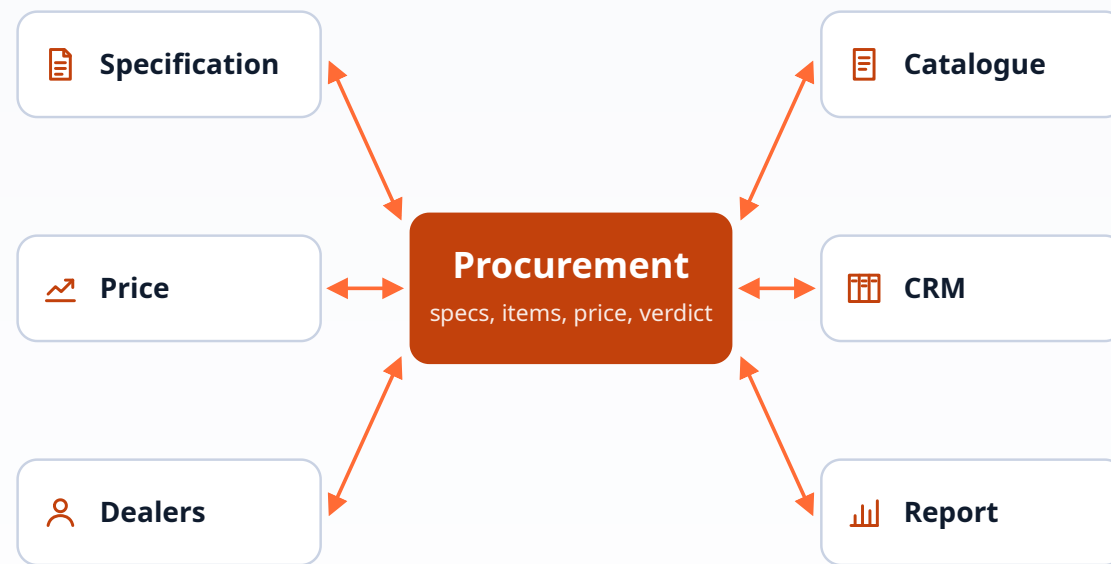


SERVICE PRESENTATION · AI TENDER MANAGER

AI tender manager for your tender team

We take over data processing for procurements in your field and bid preparation. Your team gets ready bid or no-bid decisions, draft bids and the full picture in the CRM. Procurements you cannot bid on yourself become possible sales through dealers and website promotions.

conterator.com/en/ai-tender-manager/



Who we are

- ✓ We build websites and online stores and grow them in search without paid ads
- ✓ We connect your website with your CRM, email, messengers and 1C
- ✓ We implement and support 1C, licenses come through partners
- ✓ Every change is checked on a private staging server before it goes live
- ✓ Tasks, articles, hours and reports are visible in your client area
- ✓ We work remotely with clients across Russia

SERVICES

Turnkey websites

conerator.com/en/websites/

SEO and promotion

conerator.com/en/seo/

Website and 1C integration

conerator.com/en/1c-integration/

1C support

conerator.com/en/1c-support/

Tender search

conerator.com/en/tender-search/

CRM setup

conerator.com/en/crm-setup/

AI tender manager

conerator.com/en/ai-tender-manager/

What the service includes

Selection and decision

For each new procurement: your products and prices by item, margin to the customer price, risks, a verdict of fits, check or not yours, and a clear reason.

Specification review

We download the documentation and list the required characteristics: instrument delivery, dimensions, power, configuration. Then match them with your models.

Draft bid and price

We fill in product characteristics to match the specification, pick the registration certificate and declarations, and calculate the minimum price and a forecast of the winning price.

"20 / 80" procurements

Where your share is small, we prepare a package for dealers. Where someone else's share is small, we find a partner for it and you bid yourself.

Everything in the CRM

Pipelines by stage, an item list with your products, documents, customer contacts, tasks and deadlines. A separate pipeline for dealers.

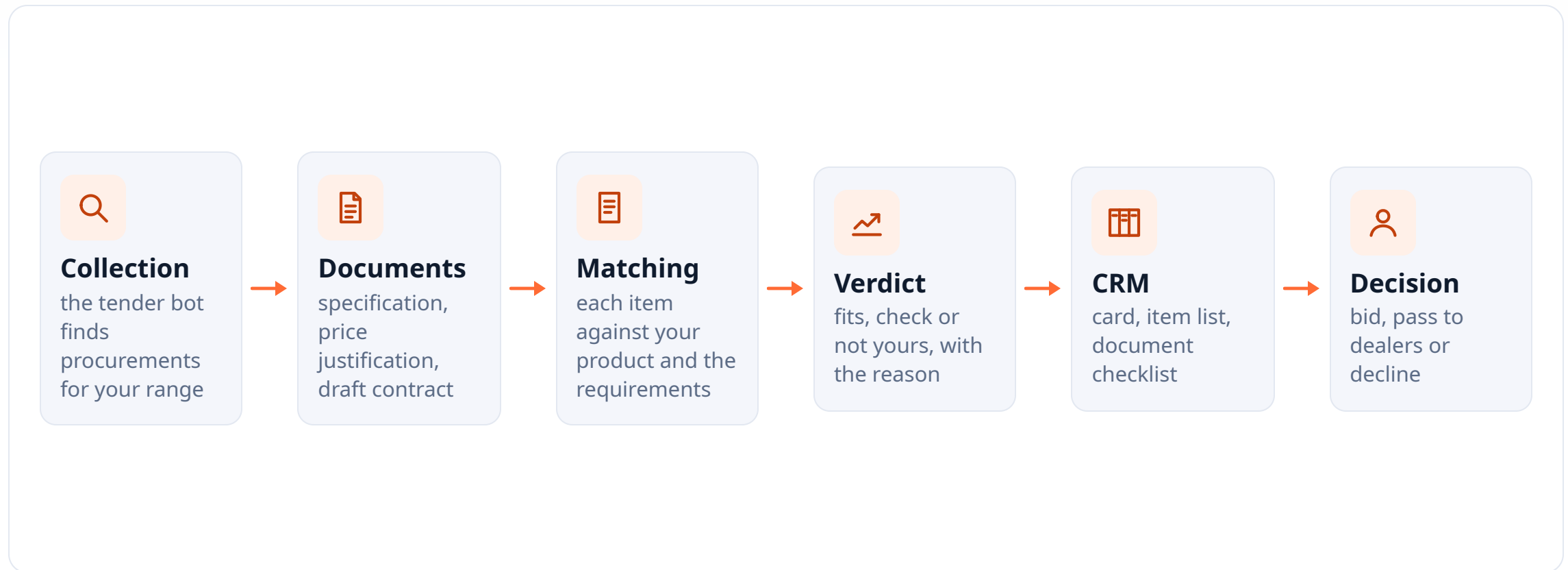
Learning from results

Based on results and declines we adjust the tender bot: it selects procurements more precisely and you bid on more of them.

FLOW 1

How a day goes

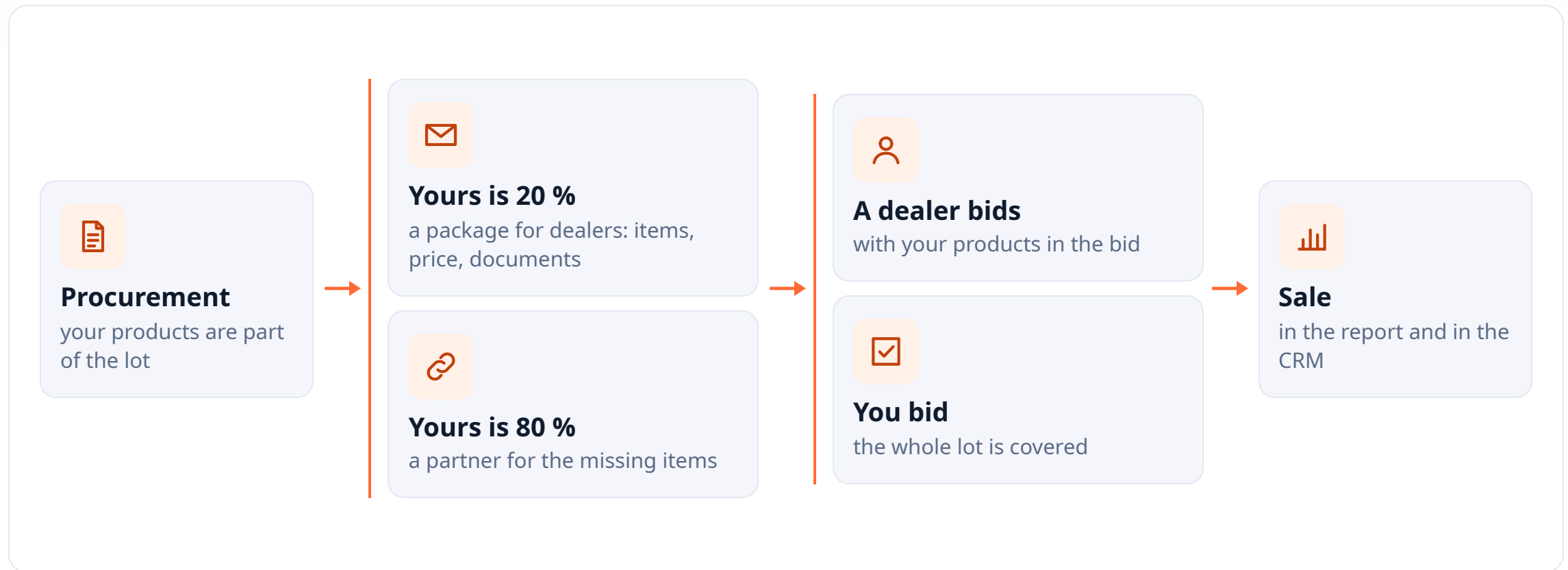
Every working day new procurements are already reviewed: each has a verdict, a reason and your products with prices. The decision stays with your employee.



FLOW 2

"20 / 80" procurements: sales where you used to pass

If your products are only a small part of a lot, bidding does not pay off. We turn such procurements into sales through dealers. If only a small part is someone else's, we find a supplier for it and you bid yourself.



How we launch

01

Product range

We review the catalogue, purchase prices and stock, and which procurements interest you.

02

Bot and CRM

We set up the tender bot, CRM pipelines and a table for your responsible person.

03

Daily review

Every working day, decisions on new procurements with reviewed specifications.

04

Bids

Draft bids, price calculation, control of deadlines and securities.

05

Dealers and website

"20 / 80" mailings, promotions, characteristics and documents in product cards.

06

Growth

Adjusting the bot based on results, future procurements, small purchases without bidding.

What else we do

- ✓ Price calculation: cost with delivery, installation and securities, forecast of the winning price
- ✓ Results review: who won, at what price, why a bid was rejected
- ✓ Customer check: payment discipline, complaints, terminations
- ✓ Small purchases without bidding: direct proposals to customers
- ✓ Characteristics and documents in website product cards to match specifications
- ✓ Deadline control: submission, auction, contract signing, securities
- ✓ Clarification requests and complaints if the specification favours a competitor
- ✓ Future procurements from customers' procurement plans
- ✓ Market price monitoring and new dealers among the winners
- ✓ Weekly report: found, bid, won, reasons for declines, missed revenue

Pricing

Priced per project

procurement volume,
product range, draft bids and
dealer work

CRM setup

a separate service if you have
no CRM yet or it needs order

- ✓ We price the work after reviewing your product range and procurements
- ✓ We work in your CRM: amoCRM, Bitrix24, EspoCRM or another one
- ✓ The bid or no-bid decision and the bid submission stay with your employee



Let's discuss your project

Leave a request on the website: we reply during business hours and suggest the next step.

Request

conterator.com/en/contacts/

Service page

conterator.com/en/ai-tender-manager/

Pricing

conterator.com/en/pricing/

Client area

app.conterator.com