

Why use Bid Manager?

Bid Manager performs the obvious purpose of allowing you to track the customer, contact, and job location information for a particular bid or proposal as well as tracking the value and status of the quote. Bids can be sorted by any number of field values for analysis. Bids or quotes can be as simple or as complex as they need to be. A proposal can contain a single line item or as many items as needed to describe the bid. Even the items can be further divided into sub-items and each of the sub-items can be further divided into additional sub-items. There are no limits to the level of detail you can use to describe a bid or quote. Of course, simple single item bids can also be created quickly and easily.

Bid Manager can help your business track potential sales and industry demand. By monitoring the amount of open bids and closed bids trends can be established. The monthly number of open bids or closed bids can be reviewed. The value of open bids can be tracked from month to month and evaluated. From this information, increases and decreases in demand can be planned for much earlier than trends found through actual sales bookings. This information can also help to determine when changes to the size of the staff may be required.

Bid Manager also tracks the acceptance percentage of the bid or proposals that have been entered. This is done by dividing the number of bids closed with an accepted status by the total number of bids closed. This information is useful for tracking the effectiveness of sales people to close a sale as well as the effectiveness of particular sales closing methods. By monitoring the variations in the closing percentage it can be determined what sales people and methods of selling are producing the greatest level of accepted proposals.

Bid Manager allows for the entry of materials and vendors for the items on a bid or quote. This information can be used to plan what materials and vendors may need to be contacted to fulfill future job requirements. Availability of material and resources can be determined before job is signed so that it can be planned for and customer expectations can be set.

Quotes or bids can be printed from Bid Manager. A quote is basically a price list for all the work that might be completed. A bid is a specific list of work that is totaled and prepared for acceptance as a job. This list contains only the items that are being proposed to be worked on. The quote, on the other hand, presents the customer with a list of work some of which may not be accepted. The quote will contain all items associated with the bid to provide the customer with choices for comparison and cost analysis. Once the customer has made the choice of what items on the quote they would like to pursue, a bid can then be prepared to total the cost and get final approval from the customer.

In summary, Bid Manager will make the process of creating bids or proposals simpler and more efficient. Bid Manager will also provide valuable trend information to evaluate sales productivity, resource needs, and staff demand.