

Key Benefits

- ❖ Rapid bid evaluations using a normalized bid response process
- ❖ Increases innovative bid responses
- ❖ Conduct comprehensive risk assessments of bids
- ❖ Detect under-resourced and other bidder weaknesses
- ❖ Strong defensible audit trail
- ❖ High fidelity feedback to unsuccessful bidders
- ❖ Transparent to mid-bid amendments
- ❖ Map requirements directly from bid process to contract monitoring
- ❖ Same tool for both client and bidders

Key Features

TF! Bid

- ❖ Create comprehensive requirements
- ❖ Bidders create resource-based bids in a pre-normalized format

TF! Evaluation

- ❖ Uses ASC's proprietary Importance Ranking algorithms to establish the true importance of each criteria.

TF! Decision

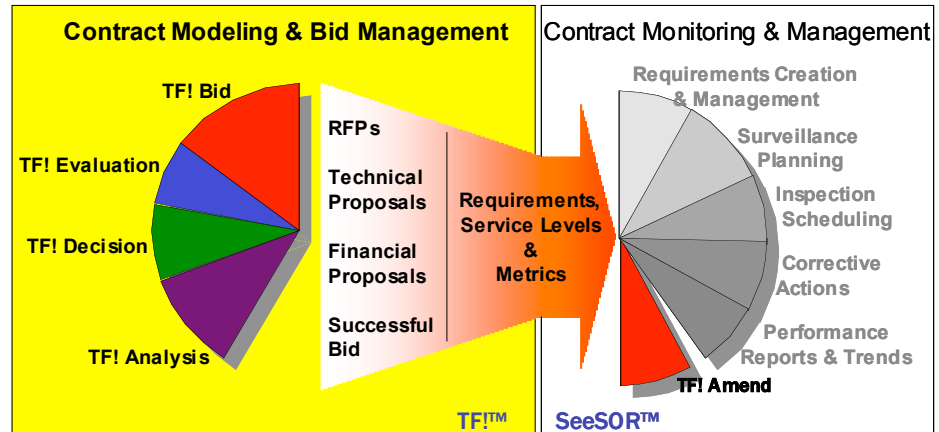
- ❖ Evaluation decisions are entered which are graphically summarized

TF! Analysis

- ❖ Consolidates inputs and outputs from each bidder's submittal into a single easy to follow document for analysis, risk assessment, and problem identification

TF! Amend

- ❖ Allows for mid-bid or mid-contract amendments



TF!™ is an integrated contract modeling and bid management tool for clients who wish to create RFP requirements and perform rapid bid evaluations and risk assessments. TF! is a collaborative tool used by both the Client and its internal and/or external service providers. For the client, requirements and evaluation criteria are developed with a rapid “fill-in-the blank” approach. ASC’s True Importance Ranking Algorithms and graphical analysis tools support rapid, comprehensive and unbiased evaluations.

Service providers use TF! to rapidly enter bids in terms of the client’s requirements in a pre-normalized format. TF! helps bidders understand the requirements and how their solution provides benefit and allows ‘what-if’ analysis.

The Procurement Objective

“We strive to bring customers and service providers together in a collaborative process to ensure customers receive best value while service providers deliver to unambiguous expectations.”

Accolades

“The TF! process saved Defense considerable time, and therefore money, in the evaluation of tenders and provided a rigorous audit trail. It also enabled us to reveal opportunities for further rationalization and innovation that will result in additional savings.”

– *Commander Gar Ryan, Director of Client Services and Contracting for Defense Corporate Support in Australia, ACT.*

“The TF! evaluation process delivers a comprehensive, detailed, convincing and auditable result very rapidly... Bidder’s responses were focused on specific issues, obfuscation was avoided and client and bidders were drawn as a result towards a state of mutual respect.”

– *CFQ/ALD/P1*



A complete contract modeling and bidding tool

TF! reduces time to develop requirements, creates pre-normalized bids, detects contract risks, and other bid weaknesses, supports bidder feedback, and provides a defensible audit trail. The end result will be a defensible selection and contractually enforceable requirements with sustainable savings.

Features	Benefit
Standardized Bidding	When bids are normalized, evaluators can easily compare the costs and benefits of each bid. Only the bid presentation format is fixed; the content is left to the bidders, and hence does not restrict what a bidder can offer as a solution. In fact, TF! increases the likelihood of innovative responses since the detail required also certifies the solution.
Risk Assessment	The layout of the requirements is designed to facilitate a systematic approach to the evaluation including a comprehensive risk analysis. This structure reduces the time for clients to define requirements, bidders to prepare bids and for the clients to evaluate bids.
Problem Detection	TF! can provide justifiable support for elimination of under-resourced bids on a technical capability basis. The software itself creates a linkage between the defined requirements, the bidder's proposed resources to deliver those requirements, and the price the bidder offers. TF! discloses in a straightforward manner any disconnects in these linkages. This is not easily possible under traditional approaches that do not include a pre-formatted linkage between the requirements, proposed resources and pricing.
High Fidelity Bidder Feedback	The TF! evaluation approach is designed to deliver value to unsuccessful bidders. The evaluation approach forces an evaluator to quickly and easily prepare adequate documentation to support questionable or unacceptable elements of the bidder's proposal allowing the results of the evaluation to be presented in a coherent, informative manner.
Amendment Negotiation	TF! provides information to allow fair and reasonable negotiations for amendments. The utopia of the perfectly understood requirement is seldom if ever met. If a requirement is unclear, the detail provided in the bidder's proposal can be used to understand the bidder's interpretation of the requirement, and the resource and resulting price impact of other interpretations can easily be determined. Similarly, if new requirements occur, the impact on the bidder's resources and price can easily be determined utilizing costing information that was provided during the competition.

TF! - a powerful start to a successful contract

We understand the life cycle of a long and complex outsource having worked through many projects from cradle to grave -- from contract sourcing strategy to contract close. We know that to be successful, all the pieces have to fit together with no replication of effort as you move from one step to the next. The requirements, service levels and metrics defined during the bid process can be directly input to ASC's companion product, SeeSOR integrated contract monitoring software.

Requirements to run TF!

TF! requires Microsoft Excel and runs under Microsoft Windows 98, NT, 2000, ME, and XP.

About ASC Group

Founded in 1992, ASC Group provides innovative products and services that optimize the purchase and management of service contracts. ASC software improves all facets of the contract life cycle from pricing and partnering to quality of services delivered.