

HOW MUCH ARE YOUR BIDS REALLY COSTING YOU?

Take this quick assessment to uncover hidden inefficiencies and start winning more profitable projects.

Yes, absolutely! → 2 points
Sometimes, but not always → 1 point
Not at all → 0 points

Are your bids consistently submitted on time and within your internal cost targets?

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Do you proactively evaluate and adjust your bidding strategy for each opportunity?

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Has your bidding process kept up with company growth?

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Are your internal teams aligned and responsive during the bidding process?

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Do you have clear visibility into each bid's status, next steps, and decision points?

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Are your bids consistently resulting in profitable wins with measurable ROI?

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How many bids do you typically submit each year?

0 = Fewer than 10

1 = 10–50

2 = More than 50

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On average, how costly is it in employee time/resources to compile and submit a bid?

0 = \$5,000+ per bid

1 = \$1,000–\$5,000 per bid

2 = Less than \$1,000 per bid

☐

TOTAL POINTS

☐

Tally up your score

If you scored 10 or fewer points, your bidding process is likely costing you time and money. Imagine what even a 5% increase in your win rate—or a 10% reduction in bidding costs—could do for your bottom line. Reimagining your bidding process with Salesforce can make those improvements a reality.

Want to take the next step?

Discuss your results with one of our expert consultants.