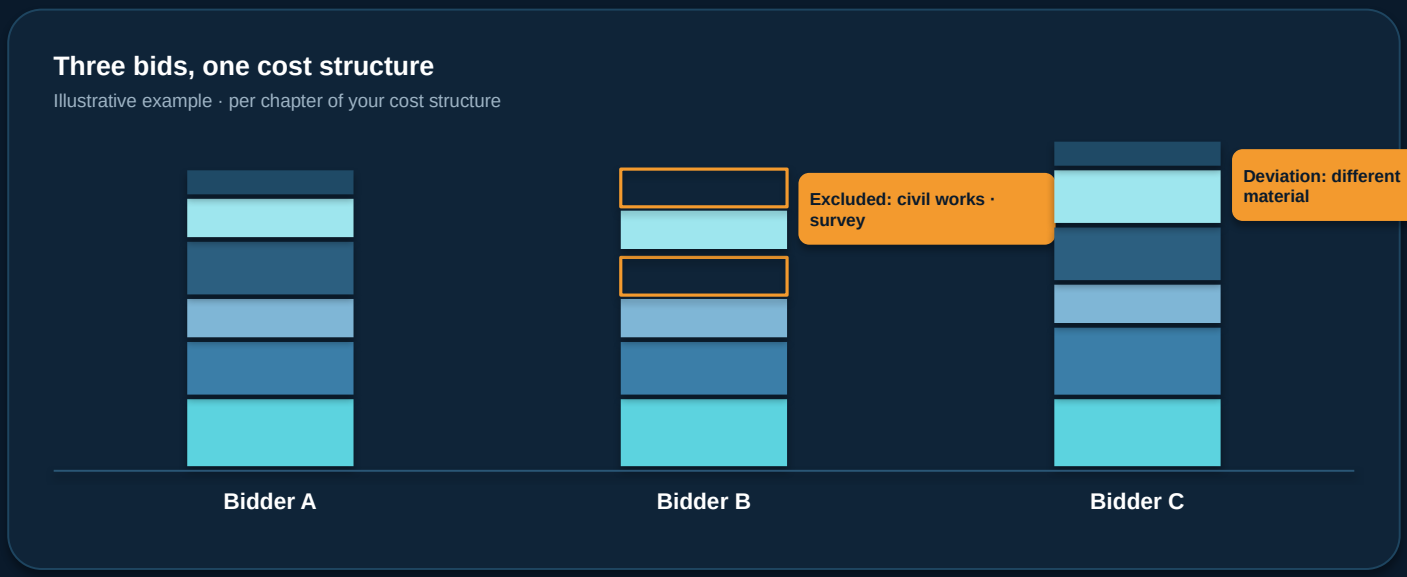
SEA | SOURCING & ESTIMATING ANALYZER

DATA NED CONSULTING

Compare offshore bids before you negotiate.

An offshore tender has hundreds of price lines, several bidders and as many layouts. SEA reads the RFQ and the bids, puts every line on your cost structure and shows at once what is missing, what deviates and what is not comparable.



9 · 36
chapters and cost codes in the offshore taxonomy

Lots
several lots and consortia in one comparison

Learning
every confirmed match becomes a fixed rule

On-prem
or in an EU cloud; tender data stays yours

THE CHALLENGE

Bidders bundle items, exclude scope, price per kilo instead of per piece, or shift risks to the client. Straightening that out by hand in Excel costs days per tender. And whatever is overlooked comes back later as a claim or extra work.

OUR APPROACH

A large offshore tender brings in bids from bidders and consortia that each use their own layout, units and exclusions. SEA makes them comparable on your cost structure, so you know what you are comparing before negotiation starts.

FOR WHOM

Tender and procurement managers at grid operators, EPCI contractors, wind farm developers and their suppliers: anyone who receives bids that are each structured differently and wants to compare them fairly.

WHAT SEA DOES

From bids to a fair comparison

Read in the RFQ
An Excel or PDF RFQ is parsed into lots, chapters and lines, and linked to the offshore cost structure.

Parse bids
PDF bids per bidder or consortium are read line by line and matched to the RFQ.

Offshore taxonomy
An offshore cost structure with 9 chapters and 36 cost codes, from engineering to installation and commissioning.

Learning matcher
What your estimator confirms becomes a rule. Every tender adds to the system's knowledge.

Gaps and deviations
Excluded scope, bundled items and technical deviations are flagged before you negotiate.

Bidder portal
Invitations, questions and clarifications, deadlines and revisions in one environment for all bidders.

HOW IT WORKS

1 Read in the RFQ
Upload the RFQ as Excel or PDF. Lots and lines appear in the offshore cost structure; doubtful cases you confirm with one click.

2 Invite bidders
Bidders and consortia get access to the portal. Questions, clarifications and deadlines run through the same channel.

3 Match bids
Submitted PDF bids are parsed and linked line by line to the RFQ and your cost codes.

4 Compare and decide
All bidders side by side per lot and chapter, with exclusions, bundled items and deviations flagged.

WHAT IT DELIVERS

- ✓ Every bid on the same cost structure
- ✓ Exclusions and bundled items visible at once
- ✓ Technical deviations flagged with explanation
- ✓ Faster from submission to negotiation

> **“After normalisation, the cheapest is often no longer the cheapest. SEA shows it before the negotiation.”**

- ◆ **Taxonomy built for offshore**
- ◆ **One line over several chapters**
- ◆ **A matcher that learns from your team**
- ◆ **Self-hosted, within the EU**

Demo with your own data?

Provide an (anonymised) RFQ and a few bids. We show what SEA does with them, without obligation.

DATA NED CONSULTING
Rick van Dijk
+31 6 34 83 63 88
rick@datanedconsulting.com