

TenderHawk AI

Bid/No-Bid Decision Brief

OB-SAMPLE-2026 -- Confidential -- For Demonstration Purposes Only

Prepared for: Sample Client Company

Prepared by: TenderHawk AI

Date: June 2026

TENDER OVERVIEW

Tender Title: IT Infrastructure Modernisation and Cloud Migration Services
Issuing Authority: Agence Nationale des Systemes d Information -- France
Reference: ANSSI-2026-IT-0447
Submission Deadline: 15 July 2026
Estimated Contract Value: EUR 3,200,000 -- 36 months
CPV Code: 72000000 -- IT services; consulting, software development, internet and support

ASSESSMENT SUMMARY

Fit Score: 74 / 100
Win Probability: 35%
Recommendation: **CONDITIONAL BID**

DIMENSION SCORES

1. Strategic Fit 4/5 | 2. Technical Capability 4/5
3. Past Performance 3/5 | 4. Buyer Relationship 2/5
5. Competition Intensity 3/5 | 6. Resource Availability 3/5
7. Bid Cost vs. Value 4/5 | 8. Win-Rate Signals 3/5

KEY RISKS

1. Buyer Relationship: No prior relationship with ANSSI -- incumbent advantage likely.
2. Competition: 4-6 large systems integrators expected to bid including T-Systems and Capgemini.
3. Compliance requirement: NIS2 and SecNumCloud certification required -- verify current status.
4. Timeline: 3-week bid window is tight given volume of technical specifications.

RECOMMENDATION

Proceed conditionally. Prioritise confirming SecNumCloud status and securing a reference letter from a comparable French public-sector client. If both can be secured within 5 business days, the fit score and contract value (EUR 3.2M) justify the bid investment.

If not: stand down and redirect resources to the Kadaster (NL) opportunity closing 20 August.