

## **Awardedbids.com Usage Ideas**

The following provides information on some of the more common uses for Awardedbids.com.

### **Find Bid Opportunities:**

Receive bid opportunities directly in your inbox. Utilize our notification service to get bids that only meet your product criteria, and have the ability to send that information directly to your brokers or sales reps. Our notifications even include the school operators original bid document, and an excel version of the bid opportunity and the previous years' award data – all in one email!

### **Research Bid Awards:**

Did I win that bid? Was my price too high? Does my product accurately match with the operators' specifications and/or requirements? Which competitor won the bid? Which distributor won the bid? How much did my distributor mark up my price? Questions like these can easily be answered using Awardedbids.com.

### **Research Competitive Landscape:**

How are my competitors pricing similar products? What distributors are they using? Is my competitor targeting certain regions or districts? What is my market penetration? Where are my sales the strongest? Download an excel report that can help you build a more detailed competitive analysis of the overall market.

### **Get Products Listed as Approved Brands:**

Increase your probability of winning bids by generating a report of operators that have product specifications that match your product offerings. You can also utilize the bid documents from the operator to research the best method of getting your product listed as an approved brand.

### **Create Targeted Sales Calendars:**

Utilize the date fields in Awardedbids.com to create a report that will help you prepare for the upcoming bid season. The report can showcase your current business and best opportunities, and then provide you with the approximate dates when the bids will be released and opened. This is a great resource to provide to brokers or sales reps.