

An Integrated System for Simultaneous Bid Preparation

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ABSTRACT

This paper describes the development of an integrated system for simultaneous bid preparation for products tailor-made to customer specifications. The system has been implemented directly in the later user environment following prototyping approaches [1]. Results of the ESPRIT project BIDPREP have been applied as a baseline.

The paper outlines the work performed, describes the main results, reports experiences gained within two years of industrial use and evaluates the development approach as well as its use as a baseline for further Projects such as the ESPRIT projects DECIDE and CSCCM.

KEYWORDS

Bid Preparation, Concurrent Engineering, One-of-a-kind Production, Prototyping, Reference Model, Sales Support System, Standard Software.

1. INTRODUCTION

Enterprises within the capital goods industry face a serious dilemma in their daily acquisition procedures: To win economically interesting contracts and to be competitive in the ever growing market, it is necessary to prepare convincing, attractive and reliable bids. This causes considerable expenditures in terms of valuable resources.

The complexity of the bid preparation task is increased by the fact that customer specifications are usually not complete, contain contradictory

requirements and are very often subject to intermediate changes. Reliable concepts are hard to specify as the customer usually sets a tight deadline for submitting the offer, making it difficult to verify each technical detail of the proposed product.

The Commission of the European Communities (CEC) has backed a project entitled "BIDPREP – An Integrated System for Simultaneous Bid Preparation" [2], project no. 7131 under the ESPRIT program which has developed both a reference model for an optimized bid preparation process for companies with products engineered-to-order as well a computerized system capable of supporting the bid preparation process by applying the concurrent engineering concept. Within this project, various companies with products engineered-to-order cooperated with research partners from Norway, Denmark, Italy and Germany.

After the successful completion of the BIDPREP project, the results have been adapted towards the needs of small and medium enterprises (SMEs). In this paper, such an adaptation is described on the case example of the machine tool manufacturer Bremer Werkzeug- und Maschinenbau GmbH. Results and experiences are reported.

2. RESULTS OF THE BIDPREP PROJECT

This section describes briefly the two main results of the BIDPREP project: The reference model for bid preparation as well as the system architecture. A complete description of results is given in [2].

Bidprep An Integrated System For Simultaneous Bid Preparation

RJ Alexander



Bidprep An Integrated System For Simultaneous Bid Preparation:

The book delves into Bidprep An Integrated System For Simultaneous Bid Preparation. Bidprep An Integrated System For Simultaneous Bid Preparation is an essential topic that needs to be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Bidprep An Integrated System For Simultaneous Bid Preparation, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Bidprep An Integrated System For Simultaneous Bid Preparation
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 - Chapter 3: Bidprep An Integrated System For Simultaneous Bid Preparation in Everyday Life
 - Chapter 4: Bidprep An Integrated System For Simultaneous Bid Preparation in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, the author will provide an overview of Bidprep An Integrated System For Simultaneous Bid Preparation. This chapter will explore what Bidprep An Integrated System For Simultaneous Bid Preparation is, why Bidprep An Integrated System For Simultaneous Bid Preparation is vital, and how to effectively learn about Bidprep An Integrated System For Simultaneous Bid Preparation.
 3. In chapter 2, this book will delve into the foundational concepts of Bidprep An Integrated System For Simultaneous Bid Preparation. This chapter will elucidate the essential principles that must be understood to grasp Bidprep An Integrated System For Simultaneous Bid Preparation in its entirety.
 4. In chapter 3, this book will examine the practical applications of Bidprep An Integrated System For Simultaneous Bid Preparation in daily life. This chapter will showcase real-world examples of how Bidprep An Integrated System For Simultaneous Bid Preparation can be effectively utilized in everyday scenarios.
 5. In chapter 4, the author will scrutinize the relevance of Bidprep An Integrated System For Simultaneous Bid Preparation in specific contexts. The fourth chapter will explore how Bidprep An Integrated System For Simultaneous Bid Preparation is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, this book will draw a conclusion about Bidprep An Integrated System For Simultaneous Bid Preparation. This chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Bidprep An Integrated System For Simultaneous Bid Preparation.

Table of Contents Bidprep An Integrated System For Simultaneous Bid Preparation

1. Understanding the eBook Bidprep An Integrated System For Simultaneous Bid Preparation
 - The Rise of Digital Reading Bidprep An Integrated System For Simultaneous Bid Preparation
 - Advantages of eBooks Over Traditional Books
2. Identifying Bidprep An Integrated System For Simultaneous Bid Preparation
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Bidprep An Integrated System For Simultaneous Bid Preparation
 - User-Friendly Interface
4. Exploring eBook Recommendations from Bidprep An Integrated System For Simultaneous Bid Preparation
 - Personalized Recommendations
 - Bidprep An Integrated System For Simultaneous Bid Preparation User Reviews and Ratings
 - Bidprep An Integrated System For Simultaneous Bid Preparation and Bestseller Lists
5. Accessing Bidprep An Integrated System For Simultaneous Bid Preparation Free and Paid eBooks
 - Bidprep An Integrated System For Simultaneous Bid Preparation Public Domain eBooks
 - Bidprep An Integrated System For Simultaneous Bid Preparation eBook Subscription Services
 - Bidprep An Integrated System For Simultaneous Bid Preparation Budget-Friendly Options
6. Navigating Bidprep An Integrated System For Simultaneous Bid Preparation eBook Formats
 - ePub, PDF, MOBI, and More
 - Bidprep An Integrated System For Simultaneous Bid Preparation Compatibility with Devices
 - Bidprep An Integrated System For Simultaneous Bid Preparation Enhanced eBook Features
7. Enhancing Your Reading Experience

- Adjustable Fonts and Text Sizes of Bidprep An Integrated System For Simultaneous Bid Preparation
- Highlighting and Note-Taking Bidprep An Integrated System For Simultaneous Bid Preparation
- Interactive Elements Bidprep An Integrated System For Simultaneous Bid Preparation
- 8. Staying Engaged with Bidprep An Integrated System For Simultaneous Bid Preparation
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Bidprep An Integrated System For Simultaneous Bid Preparation
- 9. Balancing eBooks and Physical Books Bidprep An Integrated System For Simultaneous Bid Preparation
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Bidprep An Integrated System For Simultaneous Bid Preparation
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Bidprep An Integrated System For Simultaneous Bid Preparation
 - Setting Reading Goals Bidprep An Integrated System For Simultaneous Bid Preparation
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Bidprep An Integrated System For Simultaneous Bid Preparation
 - Fact-Checking eBook Content of Bidprep An Integrated System For Simultaneous Bid Preparation
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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