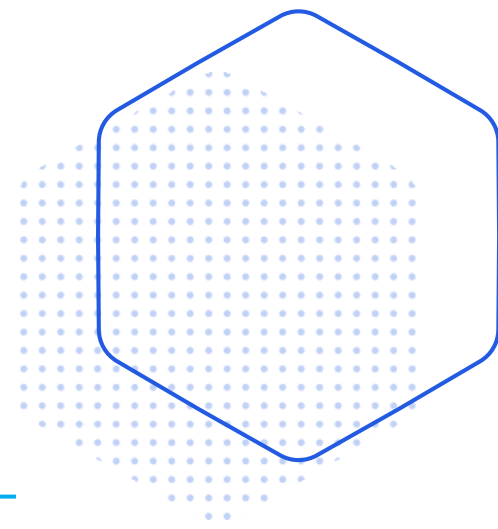


HAVING FULL TENDER VISIBILITY, ALSO IN COUNTRIES WITHOUT A LOCAL PRESENCE



AT A GLANCE

Challenges

- Set-up Tender Processes
- Improve Tender Visibility in all countries
- Create Market Access strategy

Our contribution

- Help on creating a go-to-market model
- Tender Central is used as the main system for Tender Management
- Visibility of upcoming Tenders even in markets without local presence



"Cube RM Tender Central is the only tender management software offering a 360 review, monitoring and control of day to day tender business. This helps us plan strategically even months before the actual tenders are published and improve our tender process efficiency"

Customer's feedback

SITUATION

An international player, focused fully on Vaccines, wanted to better understand the Tender market and set-up tender processes, tools and capabilities to more successfully participate in the Vaccines market. The customer does not have a presence in all countries and therefore lacked tender visibility and insights as well as market access.

ACTION

At first Cube RM provided the customer with a customized report & workshop of the European Tender Market, specifically for their Vaccines in scope. Based on this report, the customer developed a go-to-market model, tender strategy and country prioritization. Today, the customer is using Tender Central, our end-to-end tender management solution, in order to discover, prioritize, manage and track relevant tenders.

RESULT

The customer has **full visibility of upcoming tenders**, also in markets without a local presence. Tender Central helps them not only to **identify relevant tenders, but also to manage them efficiently** across countries and functions.