



**European Union**

European Regional  
Development Fund



## **Request for Quotation: Pyroguard UK Limited.**

### **Overview:**

Pyroguard are the world's leading independent manufacturers of fire rated glass with factories in Haydock, UK and Seingbouse, France. The sales team of approximately 20 persons are located across Europe in the UK, Netherlands, Belgium, Spain and France and the business is now of a size where there is a need to build efficiency into the quotation process to allow further development. To do this the business will be implementing a CPQ (Configure, Price, and Quote) package that will automate the process and greatly assist the sales team.

### **Requirements:**

The CPQ tool must integrate seamlessly with our CRM system and therefore it is highly likely that the Salesforce product (previously known as Steelbrick) would be the chosen one. Consultancy is required to configure the system to our business, products and processes but the key features will be

- Configuration of requirements based off Pyroguard certification
- Capture of additional services and products that can be supplied
- Calculation of the margin for the opportunity
- Authorisation of the offer against a sign off matrix
- Distribution of the offer to the customer along with supporting documents

### **Deliverable Timescale:**

Project to commence October 2017 and be completed within 3 months.

### **Estimated Budget**

The work will be part funded through European Regional Development Fund. We estimate that the project falls within the £2,500 – £24,999 bracket and therefore, under Current Public Procurement Regulations, there is no formal tender procedure but a detailed Written quotation is required.



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### **Evaluation Criteria:**

Quotations will be evaluated upon the following criteria:

- Cost (30%)
- Demonstrate skills and understanding of the industry sector (30%)
- Understanding of the brief/clarity of quotation (30%)
- Delivery timescales (10%)
- Ease of communication

### **Scoring Methodology:**

4 = **Excellent** Proposal meets and in some places exceeds the requirement standard.

3 = **Good** Proposal meets required standards.

2 = **Acceptable** Proposal meets the required standard in most respects, but not all.

1 = **Poor** Proposal falls short of expected standard.

### **Proposal Format:**

Proposals should clearly demonstrate how they meet the requirement set out above.

### **Deadlines and Submission:**

Proposals for consideration are required by: **5.00pm** on **31<sup>st</sup> August 2017** either electronically or by post to:

Mr Matt Buxton  
Pyroguard UK Ltd,  
Millfield Lane, Haydock  
WA11 9GA

Website: [www.pyroguard.eu](http://www.pyroguard.eu)  
Phone: 01942 710740

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