




„The three boxes“



1: Contract/specification of services/subject matter of the contract 	2: Suitability profile; suitability criteria ("Company") 	3: Award criteria and economic efficiency ("Offer") 
<p>Description of the task (concrete or functional) Sequence, contingency planning (claims for defects; securities etc.)</p> <p>Adjustment clauses</p> <ul style="list-style-type: none">• Catalogue of requirements• Service level, downtimes, response times• etc.	<p>Guiding principle: "I'll bake myself a bidder..."</p> <p>Examples:</p> <ul style="list-style-type: none">• Job-related references (no "learning by earning");• Sales• certification;• current contract customers	<p>Guiding principle: Price does not have to be everything! Div. evaluation formulas</p> <p>Examples:</p> <ul style="list-style-type: none">• Concept evaluations (implementation, operating concepts, etc.)• Staff qualification• Service level, redundancy level• Quality in the broader sense