

TENDER-TO-MARGIN OS

10-Minute Bid / No-Bid Scorecard

Protect scarce bid time before you price or draft.

FREE FIELD TOOL • COMPLETE IN 10 MINUTES

BUILT FOR

Ontario commercial cleaning contractors evaluating a new public or commercial tender.

Use verified company facts, read the complete solicitation and every amendment, and obtain authorized human approval before submission.

Step 1 — Fatal-condition check

If any answer is YES, pause the bid until an authorized owner resolves it. An unresolved fatal condition means NO-GO.

Fatal condition	Yes	No	Owner / resolution deadline
A mandatory eligibility, insurance, security, license, bonding, or experience requirement cannot be met by closing.	☐	☐	
A required site visit, registration, question deadline, or other non-waivable step has been missed.	☐	☐	
The delivery window, staffing, geography, or equipment need cannot be resourced credibly.	☐	☐	
The contract terms or economics breach an approved risk or margin floor.	☐	☐	

Step 2 — Score the opportunity

Score each factor 0–5. Multiply by the weight. Use evidence, not optimism.

Factor	Weight	0–5	Weighted	Evidence / concern
Strategic fit — buyer, service type, geography, contract scale	3			
Eligibility strength — all mandatory conditions demonstrably achievable	4			
Relevant evidence — comparable contracts, references, systems, team	3			
Operational capacity — staffing, supervision, equipment, transition	4			
Commercial attractiveness — scope clarity, terms, cash, indexation	4			
Margin confidence — defensible labour model and acceptable downside	4			
Win path — credible differentiation against rated criteria	3			
Bid effort — enough time, owners, evidence, portal readiness	2			

Maximum weighted score: 135. Your score: _____ Percentage: _____%

Suggested decision band	Default action
75–100%	GO if no fatal condition and commercial approver agrees
55–74%	REVIEW: assign owners and deadlines for material unknowns
Below 55%	NO-GO unless an authorized leader records a specific override rationale

Step 3 — Record the decision

Decision	☐ GO ☐ REVIEW ☐ NO-GO
Top three reasons	1. _____ 2. _____ 3. _____ _____
Open conditions / owners	_____
Decision owner / date	_____

REMEMBER

This scorecard supports a business decision; it does not determine eligibility, legal compliance, profitability, or likelihood of award. Read the complete tender and every amendment.