

AI Powered e-GP: Planning for Intelligence and Sustainable Procurement

Predictive Analytics in Action: The Tendersniper Case Study

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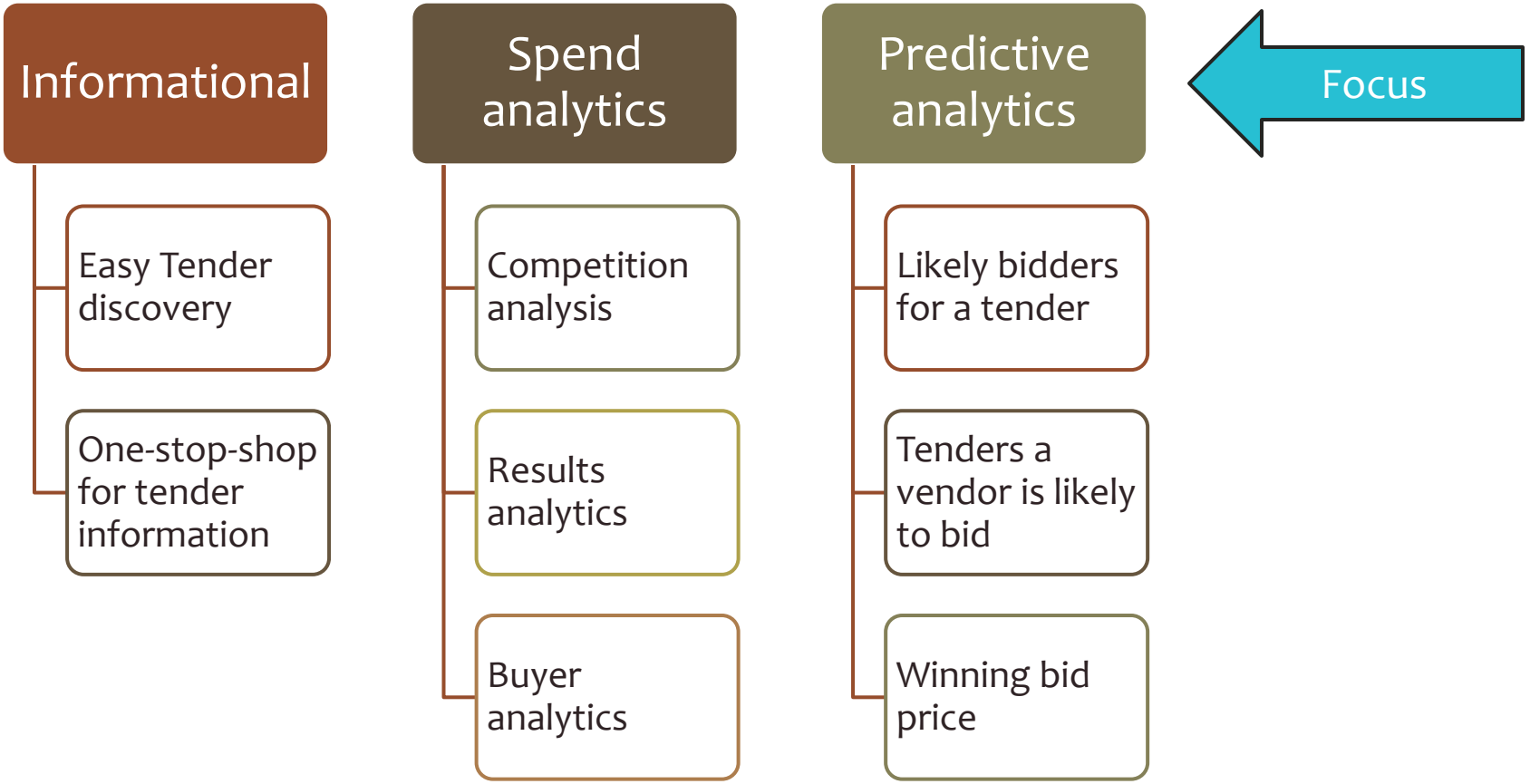
About Tendersniper

- A Research and Development (R & D) project
- Actively operating since 2018
- Started with the objective of analyzing government procurement expenditure
- Coverage is limited to India as of now
- Accessible at https://tendersniper.com
- Scout and consolidate publicly advertised tenders and results from 4,000+ websites
- Process 15000 – 20,000 tenders on a daily basis

About Tendersniper

- A tender tracking and discovery platform used actively by the business community
- A fundamentally strong analytics platform presented to outsiders as a simple, easy-to-use search engine.
- Able to slice and dice tenders across 8000+ govt agencies, 800+ districts and 19000+ procurement categories.
- Self-funded. No investors.
- We grow at our pace. No external pressures.
- We are a small team with a long list of ideas to execute.

Problem Statement



Benefits of the Predictive Analytics

Government

- Targeted tender alerts mean more competition for tenders.
- Buyers need reliable data on vendors likely to bid on a tender, market awareness, and pre-tender consultations

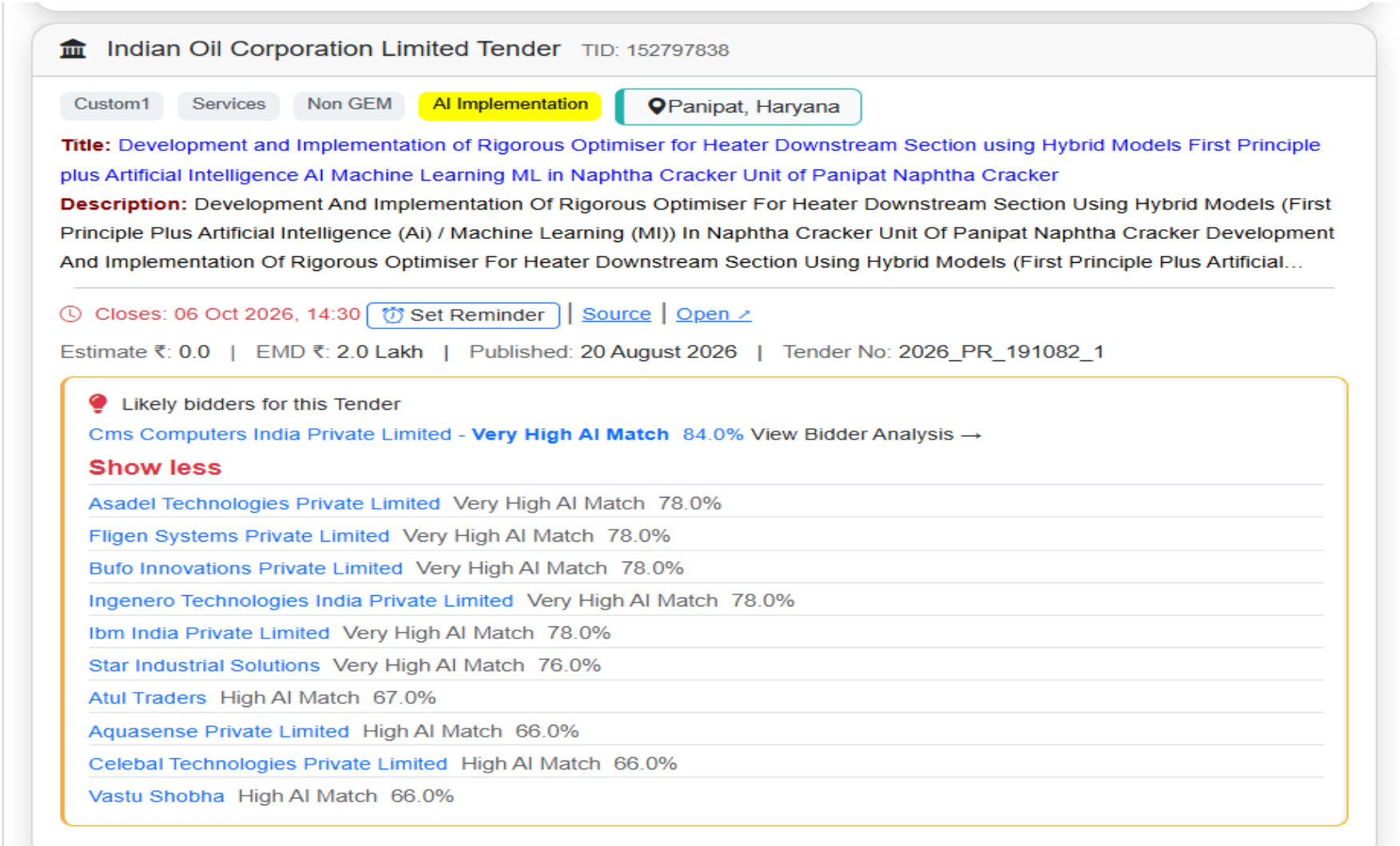
Vendors

- Learn about suitable business opportunities in real time
- Be aware of the likely competition for a tender
- Searching by “Vendor name” in Tendersniper lists tenders, ordered by the vendor’s likelihood of participation.

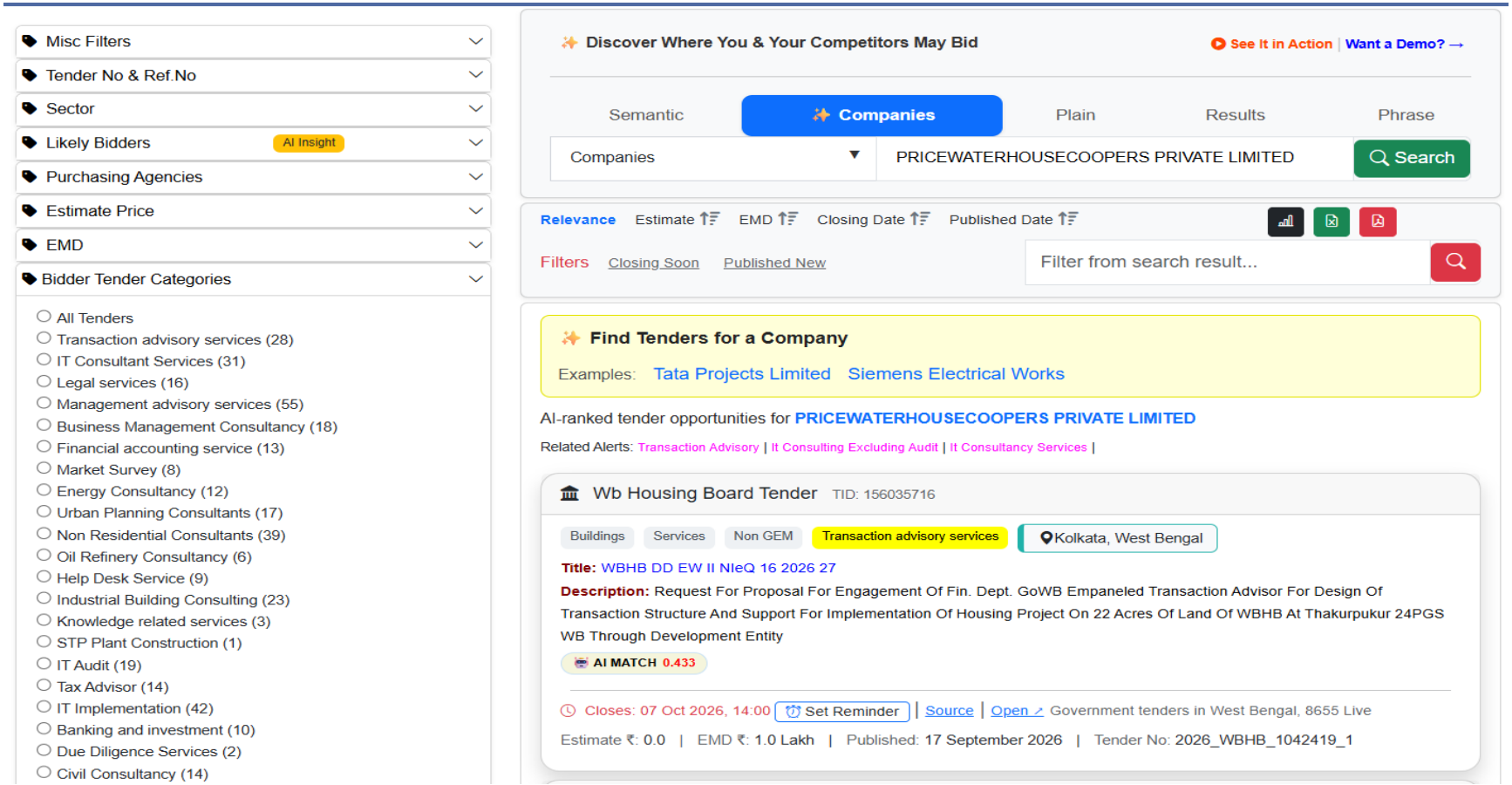
Basis for the Prediction

- Categorized more than 30 million tenders under 19000+ tender categories
- Results data available for more than 10 million tenders
- Compared a vendor's prior bidding pattern with a live tender to make predictions

Likely Bidders for a Live Tender



Tenders Relevant for a Vendor



Such analysis is available for 700,000+ vendors

Vendor’s Historical Bidding Patterns

Pricewaterhousecoopers Private Limited

pricewaterhousecoopers private limited has participated in 615 tenders, securing 46 wins, resulting in a 7.48% win rate. The bidder’s tender participation spans 27 states and 205 categories, with th highest activity recorded in Delhi, accounting for 155 tenders. Most of the bidder’s participation is concentrated in **civil consultancy**, **it consultancy services**, **it implementation**, **transaction advisory**, **all types of accounting**, indicating a consistent bidding pattern within these segments.

615	2.0 - 258.67 Crore	7.42 Crore	46	7.48%	₹79.95 Cr
Tenders Participated	Operating Range	Avg. Bidding Price	Wins	Win Rate	Value

HOME STATE	ACTIVE STATES	MOST USED TENDER PLATFORM	TENDER PLATFORM	ACTIVE CATEGORIES	LAST PARTICIPATION
Delhi	27	https://bidplus.gem.gov.in/all-bids	38	205	20 Jul 2026
Most active state (155) tenders		(392) tenders			Last recorded bid activity

Tender Participation Analysis

By State | **By Category** | By Platform | By Competitors

CATEGORY	TENDERS	BID RANGE	WINS	WIN %	TOP STATE
IT Consultant Services	69	₹15.04 Lakh – ₹124.61 Crore	3	4.35%	Delhi (31)
Transaction advisory services	38	₹23.85 Lakh – ₹4.71 Crore	2	5.26%	West Bengal (11)
Management advisory services	29	₹6.61 Lakh – ₹22.07 Crore	0	0.00%	Delhi (8)

Competitor Analysis

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Tender Participation Analysis

By State | By Category | By Platform | **By Competitors**

COMPETITORS	TENDERS
DELOITTE TOUCHE TOHMATSU INDIA LLP	278
ERNST AND YOUNG LLP	266
KPMG ASSURANCE AND CONSULTING SERVICES LLP	107
GRANT THORNTON BHARAT LLP	82

Ethical Concerns

- Vendors value access to detailed insights about their competitors. At the same time, they worry that competitors can see their performance data.
- As our prediction accuracy improves, we will accurately predict the likely bidders for a tender and possibly the price a bidder is likely to quote for the tender. This transparency conflicts with the confidentiality principles.

Roadmap

- We intend to publish prediction accuracy against every live tender.
- Further revision of the prediction algorithms.
- Predict the winning bid price for live tenders.


THANK
YOU