



Suhas Bhairav

AI Procurement RFP Vendor Bids Comparison Flow

AI-driven, side-by-side RFP bid comparison for operations.

Turn dozens of vendor bids into a clear, defensible comparison chart in hours.

Suhas Bhairav

suhasbhairav.com

Ingest and Normalize Bids

Begin by collecting all bids in a consistent format. AI can extract and normalize key fields for a unified comparison.

Key move **Action: establish one source of truth bid table before scoring begins.**

PRACTICAL CHECKLIST

- 01** Ingest bids from portals, emails, and attachments into a single, consistent table.
- 02** Apply OCR/NLP to extract vendor, line items, prices, currency, and terms.
- 03** Normalize vendor names and terms to a common taxonomy.
- 04** Standardize currency, units, delivery terms, and SLA references.
- 05** Flag missing fields or inconsistent data for human review.
- 06** Build a clean data schema: Vendor, BidID, Price, Currency, Term, SLA, Warranties.
- 07** Maintain data provenance with versioning and audit trail.

Suhas Bhairav AI Resource

Turn dozens of vendor bids into a clear, defensible comparison chart in hours.

Score and Rank Bids

Define objective criteria and automated scoring logic. Use a transparent rubric to produce a side-by-side chart.

Key move Publish the chart to a shared, access-controlled folder before review.

PRACTICAL CHECKLIST

- 01** Automate: compute total cost of ownership, including monthly fees, discounts, and term length.
- 02** Automate: normalize SLA values and uptime credits to comparable scales.
- 03** Human review: validate outlier bids, unusual terms, or inconsistent data.
- 04** Data/tools: scoring rubric with weights; spreadsheet, BI, or AI-driven computation.
- 05** Output: side-by-side chart with Price, TCO, SLA, terms, and risks.
- 06** Guardrails: policy checks, data provenance, and edit logs to prevent drift.
- 07** Ownership: procurement ops lead owns the chart and audit trail.

Suhas Bhairav AI Resource

Turn dozens of vendor bids into a clear, defensible comparison chart in hours.

Adopt, Guardrails, and Ownership

Roll out weekly increments to build confidence and reproducibility. Establish approvals, metrics, and ongoing ownership for procurement outcomes.

Key move Approve the data sources before ingestion; no manual overrides without audit.

PRACTICAL CHECKLIST

- 01** Week 1: finalize data schema, bid templates, and ingestion connectors.
- 02** Week 2: automate ingestion and normalization; validate with 2–3 pilot bid sets.
- 03** Week 3: implement scoring weights; run 2 tests comparing AI output to manual.
- 04** Week 4: publish executive-ready chart; review accuracy and policy alignment.
- 05** Week 5: establish governance, approvals, and change-control processes.
- 06** Week 6: full adoption; monitor metrics and continuously refine rubric.
- 07** Risks and guardrails: data quality risk; keep humans in the loop; audit trails and clear ownership by Procurement Ops.

Suhas Bhairav AI Resource

Turn dozens of vendor bids into a clear, defensible comparison chart in hours.

ABOUT THE CREATOR

Suhas Bhairav

I build AI systems that combine distributed architecture, retrieval, knowledge graphs, security, and practical workflow design. My focus is AI that can be used repeatedly by real teams: understandable, reliable, and grounded in the work people already do.

EXPERTISE

- Principal systems architecture and applied AI engineering
- Production-grade AI systems, agentic workflows, RAG, and knowledge graphs
- Full-stack workflow applications across AWS, Google Cloud, Azure, on-premise, and hybrid environments
- Practical AI implementation patterns for automotive, manufacturing, finance, logistics, cybersecurity, sales, and customer operations
- Security, governance, observability, approvals, and failure-mode thinking for operational AI systems

WEBSITE

suhasbhairav.com

EMAIL

suhasbhairav@gmail.com