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Business Rules

Business Rule	Rule Options	Comments	Example
Minimum/Maximum Spend	• Enter the minimum or maximum amount of spend to allocate.	• Can be applied to all bidders, select bidders, or a custom bidder group. • Can be applied to all lots, select lots, or a custom lot group.	Limit the amount of spend to new suppliers to $500,000.
Incumbency Management	• Specify a minimum number of lots to remain with the incumbent. • Specify a maximum number of lots to remain with the incumbent. • Specify an exact number of lots to remain with the incumbent.		All incumbents (existing suppliers) should receive at least 50 lots.
Number of Winners	• Ensure a minimum number of unique winners. • Ensure a maximum number of unique winners. • Ensure an exact number of unique winners.	• Can be applied to all bidders, select bidders, or a custom bidder group. • Can be applied to all lots, select lots, or a custom lot group.	Each plant should have a maximum of 2 winners due to the administrative costs of managing too many suppliers.
Winner Specification	• Select a bidder.	• Can be applied to all lots, select lots, or a custom lot group.	Supplier X should be allocated lots 1003, 1005, and 1008.
Lot Withdrawal (Do not award selected lots)	• Applies to all bidders.	• Can be applied to all lots, select lots, or a custom lot group.	Remove lots going to Boston from the analysis.
Bid Withdrawal (Do not award selected lots to a specific bidder)	• Select a bidder.	• Can be applied to all lots, select lots, or a custom lot group.	Do not award Boston lots to Suppliers A and D.
Bidder Withdrawal (Do not award any lots to bidder)	• Select a bidder.		Remove Bidder X from consideration.

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Business Rule	Rule Options	Comments	Example
Turnover Bid Adjustment	• Apply a positive bonus to selected bids. • Apply a negative malus to selected bids.	• Specify the 'Turnover Bonus'. • Can be applied to all bidders, select bidders, or a custom bidder group. • Can be applied to all lots, select lots, or a custom lot group.	Since we like Supplier B's quality, apply a $500 bonus to that supplier's bids (the system will then use the adjusted bid value in determining allocations).
Proportionate Bid Adjustment	• Apply a positive bonus to selected bids. • Apply a negative malus to selected bids.	• Specify the 'Proportionate Bonus'. • Can be applied to all bidders, select bidders, or a custom bidder group. • Can be applied to all lots, select lots, or a custom lot group.	Since we like Supplier B's quality, apply a 2% bonus to that supplier's bids (the system will then reduce Supplier B's bids by 2% just for analysis purposes; the actual cost remains the same).
Individual Bidder Winnings	• Award a minimum number of lots to each bidder. • Award a maximum number of lots to each bidder. • Award an exact number of lots to each bidder.	• Enter a number. • Can be applied to all bidders, select bidders, or a custom bidder group. • Can be applied to all lots, select lots, or a custom lot group.	Award a maximum of 100 lots to Bidder A.
Award Lots To A Group of Bidders	• Award a minimum number of lots to a group of bidders. • Award a maximum number of lots to a group of bidders. • Award an exact number of lots to a group of bidders.	• Enter a number. • Can be applied to all bidders, select bidders, or a custom bidder group. • Can be applied to all lots, select lots, or a custom lot group.	Award a minimum of 1,000 lots to Incumbents.

Business Rule	Rule Options	Comments	Example
Optional Lot Award (Award an exact number of lots)	Enter the number of lots awarded.	Can be applied to all bidders, select bidders, or a custom bidder group. Can be applied to all lots, select lots, or a custom lot group.	This is useful for considering alternate bids - e.g. from Lot 1 or Lot 2, award just one.