

The background features a hand holding a wooden block. To the left of the block is a network diagram with four circular nodes connected by lines. The nodes contain icons: a classical building with a dome, a stack of books with an apple on top, a caduceus (a staff with two snakes and wings), and a gavel. The text 'CASE STUDY' is centered above the block, and 'CLASSIC TENDERS' is written in large blue letters across the block. Below the block, the text 'Mumbai, India' is centered. Two horizontal blue lines are positioned above and below the 'Mumbai, India' text.

CASE STUDY

CLASSIC TENDERS

Mumbai, India

OUTLINE OF TOPICS

WHAT WE'LL DISCUSS

About Company
Team
Project Overview
Pain Points
Solution
Results
Lets hear it from them
Project Timeline
Solution Look Over
Contact Us



ABOUT CTPL

INDIA'S #1 TENDER BIDDING CONSULTANT COMPANY

Classic Tenders Pvt Ltd (CTPL) is a professional Tender Information & Consultancy firm helping organisations identify, evaluate, and successfully participate in government and private tenders.

CTPL supports its clients throughout the tender lifecycle—from opportunity discovery and documentation to submission support and post-tender follow-ups. With a strong focus on accuracy, timeliness, and compliance, CTPL enables businesses to maximise their tender success rate.

PROJECT OVERVIEW

CTPL required a fully integrated digital platform to manage its internal operations and client-facing processes efficiently.

We partnered with CTPL to design and implement a custom business management solution comprising HRMS, CRM, Tender Management, Tender Consultancy Operations, and Client Management—all within a single unified system.

The solution was built to:

- Manage employees, roles, and operational productivity
- Capture and track sales inquiries and leads
- Convert leads into active clients and service engagements
- Manage end-to-end tender tracking and consultancy operations
- Provide complete visibility across clients, tenders, and internal teams

The platform eliminated operational silos and brought structure, transparency, and accountability across CTPL's business.

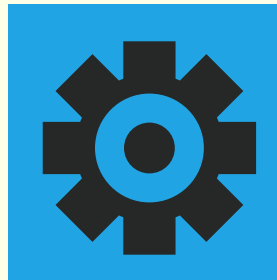
PAIN POINTS FOR CLASSIC TENDERS



Disconnected systems for HR, Sales, and Tender Operations



Manual tracking of tenders using spreadsheets and emails



Limited visibility into consultant workload and task status



Difficulty managing multiple client engagements in parallel

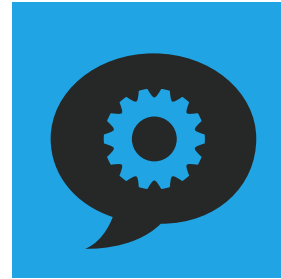


Operational dependency on individuals instead of processes

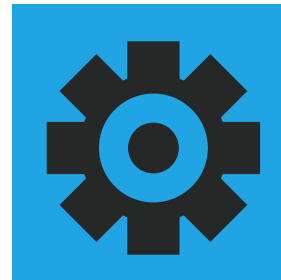
OUR SOLUTIONS FOR CLASSIC TENDERS



HRMS - Streamlined onboarding, role-based access, attendance, leave, task tracking, and accountability across operations and consultancy teams.



CRM - Centralized management converts inquiries to clients, tracks profiles, engagement history, and subscribed services efficiently centrally.



TENDER MANAGEMENT - Centralized tender repository with tagging, deadline alerts, compliance tracking, and end-to-end status monitoring.



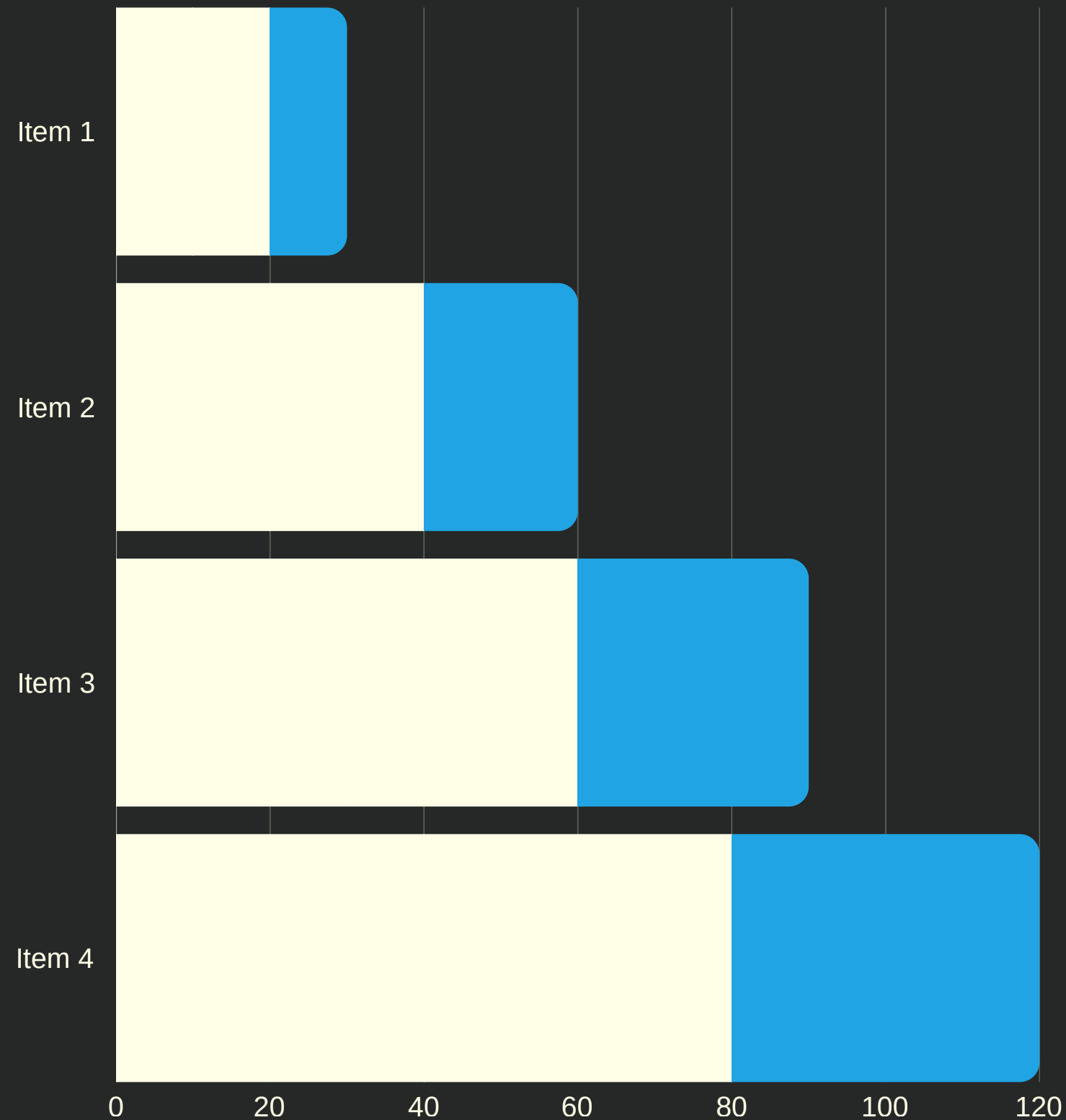
TENDER CONSULTANCY - Allocate tender tasks to consultants, track operation workflow, manage approvals, and maintain detailed audit trails.



DASHBOARDS & REPORTING - Unified dashboard delivers real-time visibility, tender reports, consultant performance, and sales pipeline conversion insights client.

FACTS & FIGURES

- Centralized Tender Management System improved operational efficiency by **45%**.
- Automated Operation Workflow reduced processing time by **60%**.
- Client Login & Real-Time Tender Access increased client engagement by **40%**.



**IMPROVED
CROSS-
DEPARTMENT
VISIBILITY AND
CONTROL.**

**REPORTING AND
ANALYTICS
ENHANCED
DECISION-
MAKING.**

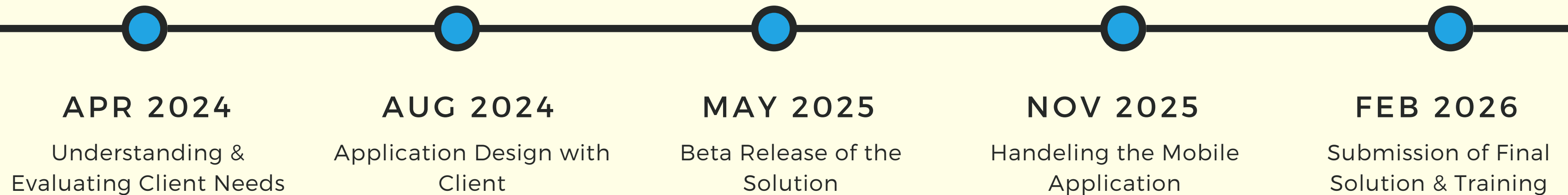
LETS HEAR IT FROM THEM

“The custom-built ERP has completely transformed how CTPL operates. From tender management and consultancy workflows to HRMS, CRM, and client access, everything is now seamlessly integrated on a single platform. This ERP has become a core pillar of our business growth.”

Director - Pravesh Singh

CLASSIC TENDERS TIMELINE

A 24-MONTH JOURNEY



Solution Look Over

My Desk

Infrastructure

HRMS

HR Old

Finance

Operations

Subscription


Inventory

New Inventory

CRM

Marketing






Projects




HEAD OFFICE

01/04/2023 - 31/03/2024

3:19 PM

Neel Patel 

Bid Management

Operations

Bid Management

Bid Management Documents

Tonya Noble

Company Manager

Customer No.

AS109932832

Date of Joining

02 Mar 1985

Phone No.

+91 90234 54671

Email ID

tonya@gmail.com

Birthday

12 Dec 1993

Address

A-201, 1558 Union Ave, Memnagar, Ahmedabad-380001, Gujarat, Ahmedabad


Gender

Male

Branch

Head Office

Report To

 Chakravarti Singh Chouhan

LinkedIn

@rajesh-prajapati-designer

06 Jan 2023

Applied Date

Financial

Work Status

In Progress

Process Status

STAGE I

Short Summery

STAGE II

Upload Documents

STAGE III

Document Evaluation

STAGE IV

Bidding Preparation

STAGE V

Bid Submission

Basic Details

Departement/Ministry Name

Govermant of Ministry

Division/Organisation Name

Classic Tenders

Tender Ref/No

TEND39086545

Tender ID

TID000987654

Solution Look Over

My Desk

Infrastructure

HRMS

HR Old

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Subscription


Inventory

New Inventory

CRM

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Projects




HEAD OFFICE

01/04/2023 - 31/03/2024

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Neel Patel 

CRM

Presales Dashboard

Sales Dashboard

Management Dashboard

Sales

Inquiry

Bulk Data

Lead

Opportunity

Tender Sample

Set Sales Target

Set Self Targets

Company List

Account Contacts

Bulk Assign

Setting

Tender Sample

Sales • Tender Sample

FILTERS

Reset

Tender Value

Choose Tender Value

By State

Choose State

By City

Choose City

By Agency

Choose Agency

By Ownership

Choose Ownership

By Industry

Choose Industry

My Tenders

Back

Share Tenders 10

Search Here

GeM

97 DAYS LEFT

CTN:26664484

25 Jan 2023

LIVE

₹60.00 Lakh

Logistics

State Government

Tender For design, supplying, installation testing and commissioning of sewage treatment plant for 30kld electromechanically modular system base on mbbf moving bed bio-reactor technology including all civil, plumbing electrical and other allied work.

Hingoli, Maharashtra, India

Select this tender

GeM

97 DAYS LEFT

CTN:26664484

25 Jan 2023

LIVE

₹60.00 Lakh

Logistics

State Government

Tender For design, supplying, installation testing and commissioning of sewage treatment plant for 30kld electromechanically modular system base on mbbf moving bed bio-reactor technology including all civil, plumbing electrical and other allied work.

Hingoli, Maharashtra, India

Select this tender

Previous

1

2

3

Next

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My Desk

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Inventory

New Inventory

CRM

Marketing

Projects

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HEAD OFFICE

01/04/2023 - 31/03/2024

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Neel Patel

CRM

Presales Dashboard

Sales Dashboard

Management Dashboard

Sales

Inquiry

Bulk Data

Lead

Opportunity

Tender Sample

Set Sales Target

Set Self Targets

Company List

Account Contacts

Bulk Assign

Setting

Lead

Sales • Lead

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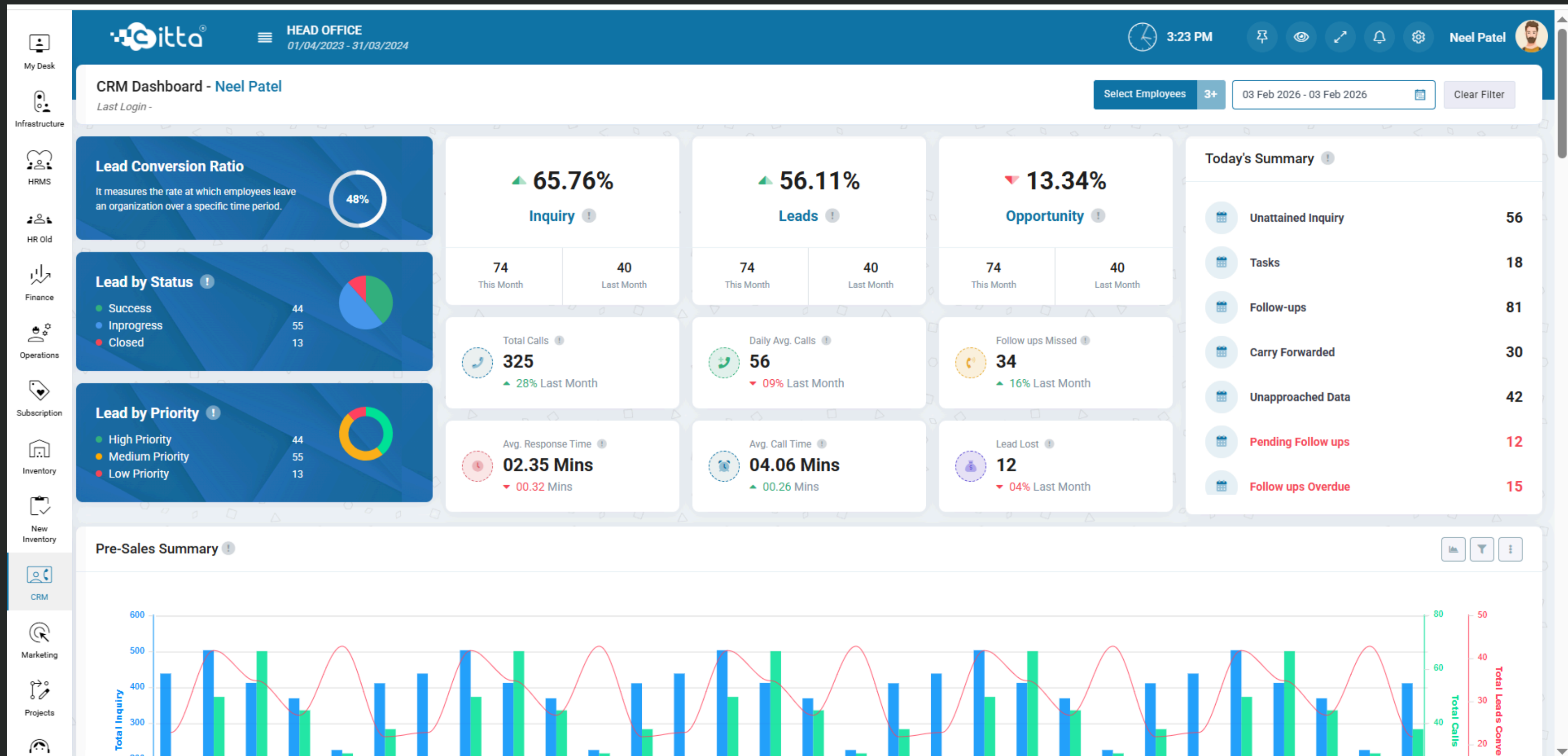
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ADD

	NAME	COMPANY	PHONE	LEAD STATUS	LEAD SOURCE	LEAD CREATED	LEAD OWNER	ACTIVITY	ACTION
<input type="checkbox"/>	<div>T</div> <div>Tilak Varma</div> <div>tilakvarma@gmail.com</div>	L&D Pvt. Ltd.	+91 99934 90934	Success	Social Media FACEBOOK	13 Mar 2023 11:45 AM		32	<div>↺↻</div> <div>📧</div> <div>📝</div> <div>🗑</div> <div>⋮</div>
<input type="checkbox"/>	<div>M</div> <div>Maulik Gupta</div> <div>maulikgupta@gmail.com</div>	Telent Solutions Pvt. Ltd.	+91 90234 90234	In Progress	Email VENDOR DATA	14 Mar 2023 10:18 AM		143	<div>↺↻</div> <div>📧</div> <div>📝</div> <div>🗑</div> <div>⋮</div>
<input type="checkbox"/>	<div>J</div> <div>Jitendra Rautela</div> <div>jitendrarautela@gmail.com</div>	VitaFresh Goods Co	+91 98982 42563	Closed	Cold Call VENDOR DATA	18 Mar 2023 2:35 PM		61	<div>🔗</div> <div>📧</div> <div>📝</div> <div>🗑</div> <div>⋮</div>
<input type="checkbox"/>	<div>A</div> <div>Arjun Dube</div> <div>arjundube@gmail.com</div>	Swastik Solutions Pvt. Ltd.	+91 97227 98698	Success	Social Media FACEBOOK	22 Mar 2023 11:15 AM		38	<div>↺↻</div> <div>📧</div> <div>📝</div> <div>🗑</div> <div>⋮</div>
<input type="checkbox"/>	<div>M</div> <div>Manish Patel</div> <div>manishpatel@gmail.com</div>	Hari Om Ltd.	+91 90656 47587	Closed	Cold Call VENDOR DATA	25 Mar 2023 4:05 PM		116	<div>↺↻</div> <div>📧</div> <div>📝</div> <div>🗑</div> <div>⋮</div>
<input type="checkbox"/>	<div>T</div> <div>Tanishk Varma</div> <div>Tanishkvarma@gmail.com</div>	Verma & Sons	+91 94095 94023	Closed	Cold Call VENDOR DATA	29 Mar 2023 11:30 AM		51	<div>🔗</div> <div>📧</div> <div>📝</div> <div>🗑</div> <div>⋮</div>

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Solution Look Over



CONTACT US

FOR QUESTIONS, COMMENTS,
AND MORE INFO

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