

# PropelPro

Transforming Proposal  
Development for AEC Industry



The background of the slide is a photograph of a large-scale construction project. A yellow lattice-boom crane is positioned on the left, its arm extended to lift a large, rectangular concrete or steel panel. Another crane's arm is visible in the background, stretching across the scene. The building itself is a massive structure with a complex steel frame and extensive scaffolding. The sky is a clear, pale blue, suggesting either early morning or late afternoon light.

# who we are?

# The Team

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**Himanshu Arora** [in](#)

Co-Founder and CEO  
IIT Bombay alumnus



**Kushagra Singhania** [in](#)

Co-Founder and COO  
IIT Delhi alumnus



**Suhas Bhagwat** [in](#)

Advisor  
VP – Hydrocarbons L&T  
(Retired)



**Sashank Musti** [in](#)

Advisor  
IIT Bombay alumnus  
M.B.A. from Carnegie Mellon



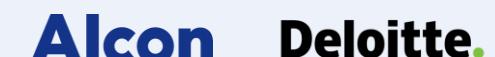
Brings 15+ years of **executive leadership experience in AI Product building, Enterprise Sales**



Thought Leader driving **Pre-Sales, Operations**



**Hydrocarbons and construction expertise** built across 4 decades



Senior Director, AI and DS, Alcon  
**Working and residing in U.S.**  
Strong Industry network

# Expert Team

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## The Advisors



**Suhas Bhagwat**

Advisor VP – Hydrocarbons L&T (Retired)

**Hydrocarbons and construction expertise**  
built across 4 decades



**Pankaj Tandon**

CEO Everrenew | Ex-CEO, Jackson Group

**35 years industry experience**  
across Infra, Power and Energy

## Domain Experts



**Gokul Prakash**

Chief Executive Officer at Lamberton Power

**Over 15 years of expertise** in  
Solar and Renewable Energy



**Nitin Gupta**

Sales and BD Lead | Utilities | Ex-KEC

**20+ Years** in Power Utilities,  
Infrastructure Sector



**Madanant Murugkar**

Head, Technology & Engineering, Kathari Water

**25+ years' experience** leading  
sustainable water and environmental  
technology projects.



**Deepak Yadav**

IIT-Roorkee | XLRI-Jamshedpur | Ex Transrail

**Seasoned M&BD Professional** in  
Power Transmission & Distribution  
Industry

# Our AI Maturity Journey: Your Trusted Innovation Partner



## Evolution Timeline

- 2020** Predictive Analytics on structured Data
- 2021** Focus on Computer Vision Use Cases
- 2022** Enterprise scale deployment of CV solutions across industries
- 2023** NLP and OCR driven Use Cases
- 2024** Expanding NLP, GenAI Use Cases across AEC with end-to-end Platform based Solution

## Maturity Pillar

### Technical Depth

From basic ML to advanced multi-modal AI

### Solution Sophistication

From point solutions to integrated platforms

### Industry Expertise

Deep understanding of client workflows

### Implementation Excellence

Proven methodologies for AI deployment

### Ethical Leadership

Responsive AI framework and governance

## Trust Indicators

**25+**

Enterprise deployments

**92%**

Client retention rate

**3**

Industry recognitions



Certified for data security

# Our Clients

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# Propel Pro

Source: [Census.gov](https://www.census.gov)

# Unified Proposal Automation Platform

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Plan, Manage and Track proposal development activity from Tender Reading, Understanding Requirements, Cost Estimation to Proposal writing in a single platform.



## PropelScout

"This Tender discovery Module empowers you to identify and prioritize high-potential tender opportunities tailored to your strengths, ensuring no valuable tender is missed."



## PropelRead

"Reading and Understanding large tender documents is a mundane and tedious process. PropelRead is designed to significantly reduce time to create Proposals by automatically reading through documents"



## PropelFlow

"Move from chaos to clarity. PropelFlow lets you orchestrate every step—from assigning tasks to getting vendor quotes—so nothing slips through the cracks, and you stay in control."

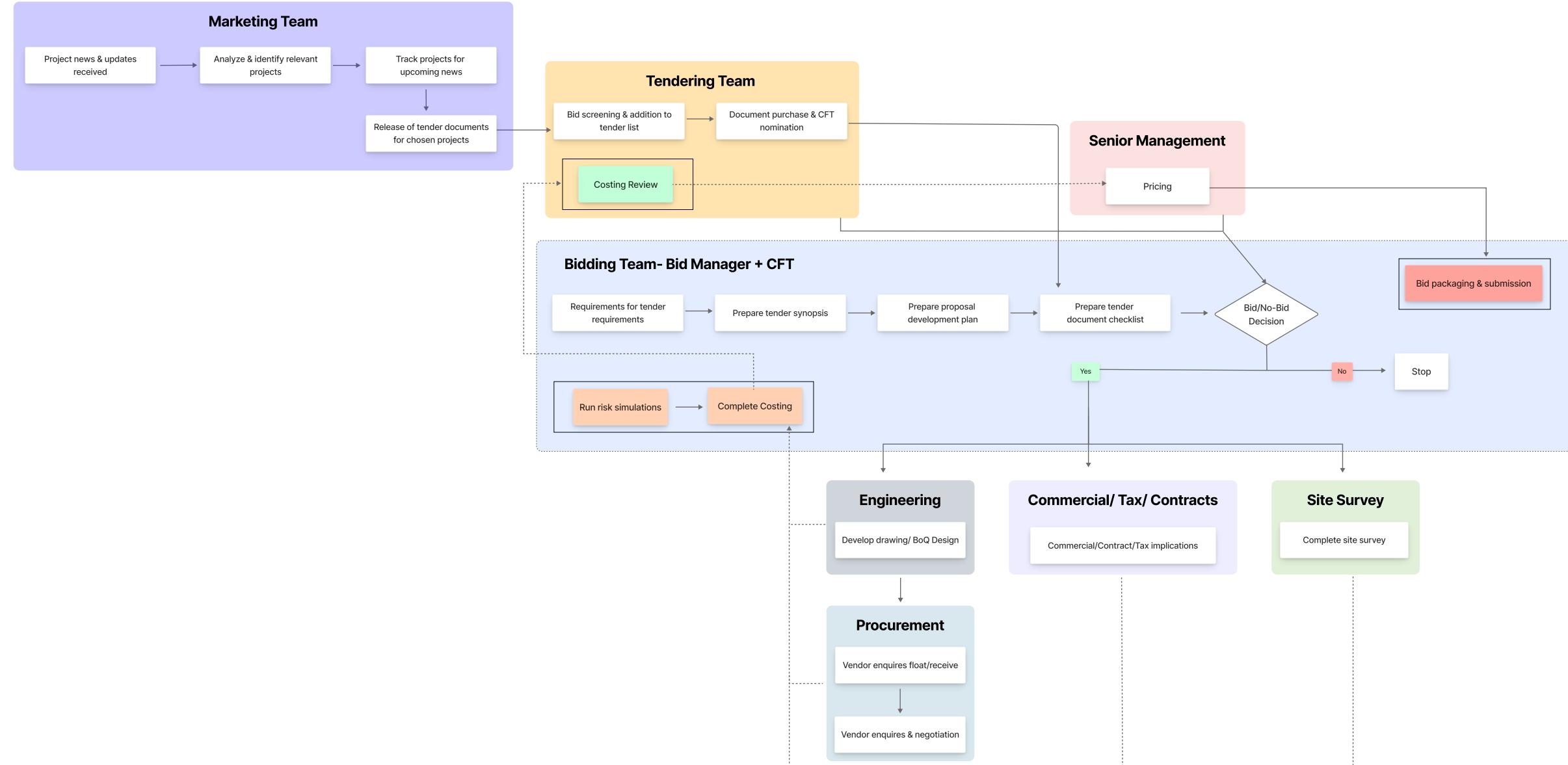


## PropelWrite

"Turn your proposals into winning stories. PropelWrite helps you craft compelling proposals with the precision of an expert, boosting your chances without burning hours."

# Process Flow for Bid Preparation

Start →



# Process Flow for Bid Preparation

Team	Objective	Module	Features
Marketing	Use market intelligence to identify new opportunities, track competitors, and anticipate customer needs.	PropelScout	<ul style="list-style-type: none"><li>Curates industry-specific and competitor news for lead generation and strategic advantage</li><li>Extracts winning bid amounts and competition data to optimize bid strategy</li></ul>
Tendering	Bid screening & addition to tender list	PropelScout	<ul style="list-style-type: none"><li>Automated Web Scouting</li><li>Intelligent Filtering</li></ul>
Bidding	<ul style="list-style-type: none"><li>Prepare tender synopsis</li><li>Prepare proposal development plan</li><li>Prepare tender document checklist</li><li><b>Bid packaging &amp; submission</b></li></ul>	PropelRead PropelWrite	<ul style="list-style-type: none"><li>Automatically reads through tenders and generates structured summaries in minutes</li><li>Stakeholder Specific Information Extraction</li><li>Smart Editor powered by AI</li><li>Automated submittal list generation</li></ul>
Senior Management	<ul style="list-style-type: none"><li>Bid/No-Bid Decision</li><li>Pricing</li></ul>	PropelFlow, PropelWrite	<ul style="list-style-type: none"><li>Built-in approval hierarchy with structured approval processes that ensure proper task review and quality control.</li></ul>
Engineering	Develop drawing/ BoQ Design	PropelRead	<ul style="list-style-type: none"><li>Stakeholder Specific Information Extraction such as Electrical, mechanical, Civil</li><li>Approved Vendor list</li><li>Design Standard</li></ul>
Procurement	<ul style="list-style-type: none"><li>Vendor enquires float/receive</li><li>Vendor enquires &amp; negotiation</li></ul>	PropelFlow, PropelRead	<ul style="list-style-type: none"><li>Extraction of technical Specs to be shared with the vendors</li><li>Floating Vendor enquires</li></ul>
Commercial/ Tax/ Contracts	Ensure contractual and tax compliance - Identify and mitigate commercial risks - Reduce time on contract review	PropelRead, PropelWrite	<ul style="list-style-type: none"><li>Risk Matrix</li><li>Commercial Summary</li><li>compares client contract terms with standard organizational terms</li></ul>
Site Survey Team	Complete Site survey	PropelRead	<ul style="list-style-type: none"><li>Incorporating survey findings into tender synopsis and Risk Matrix</li></ul>



# PropelScout

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"This Tender discovery Module empowers you to identify and prioritize high-potential tender opportunities tailored to your strengths, ensuring no valuable tender is missed."

# Scouting the Web

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## Problem

Manual monitoring of multiple government and bidding portals to track tenders.



## Solution

Our platform monitors relevant websites on regular intervals to identify new opportunities.

The screenshot shows a web browser window with a dark blue header bar containing the text 'PropelPro' in white. To the right of the header is a search bar with a magnifying glass icon and the word 'Search'. Below the header, there is a light blue sidebar on the left and a main content area. The main content area displays a list of four websites, each with a small globe icon and a URL. The list is as follows:

1	<a href="https://eprocuregsl.nic.in/nicgep/app">https://eprocuregsl.nic.in/nicgep/app</a>
2	<a href="https://cpctenders.nic.in/nicgep/app">https://cpctenders.nic.in/nicgep/app</a>
3	<a href="https://coalindiatenders.nic.in/nicgep/app">https://coalindiatenders.nic.in/nicgep/app</a>
4	<a href="https://mptenders.gov.in/nicgep/app">https://mptenders.gov.in/nicgep/app</a>

Video link- [PropelScout Flow](#)

# Keywords List



## Problem

Manual keyword input in Tender portals presents several challenges: Tedious user interface navigation, risk of missing critical keywords, and an overall inefficient search experience.



## Solution

**Customizable keyword selection for targeted, precise searching.**

# Notifications & Alerts



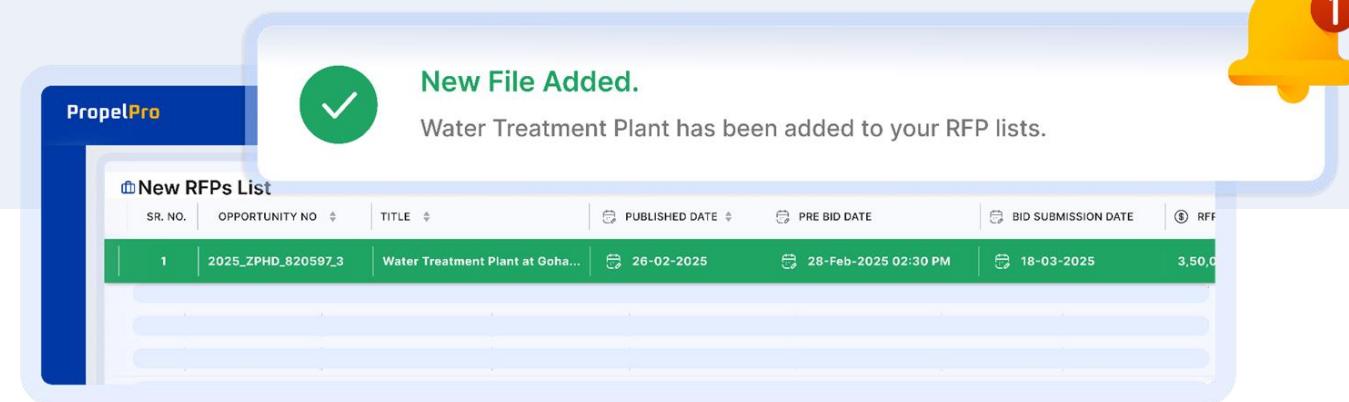
## Problem

It is challenging to keep track when new tenders are floated or files in existing tenders get updated.

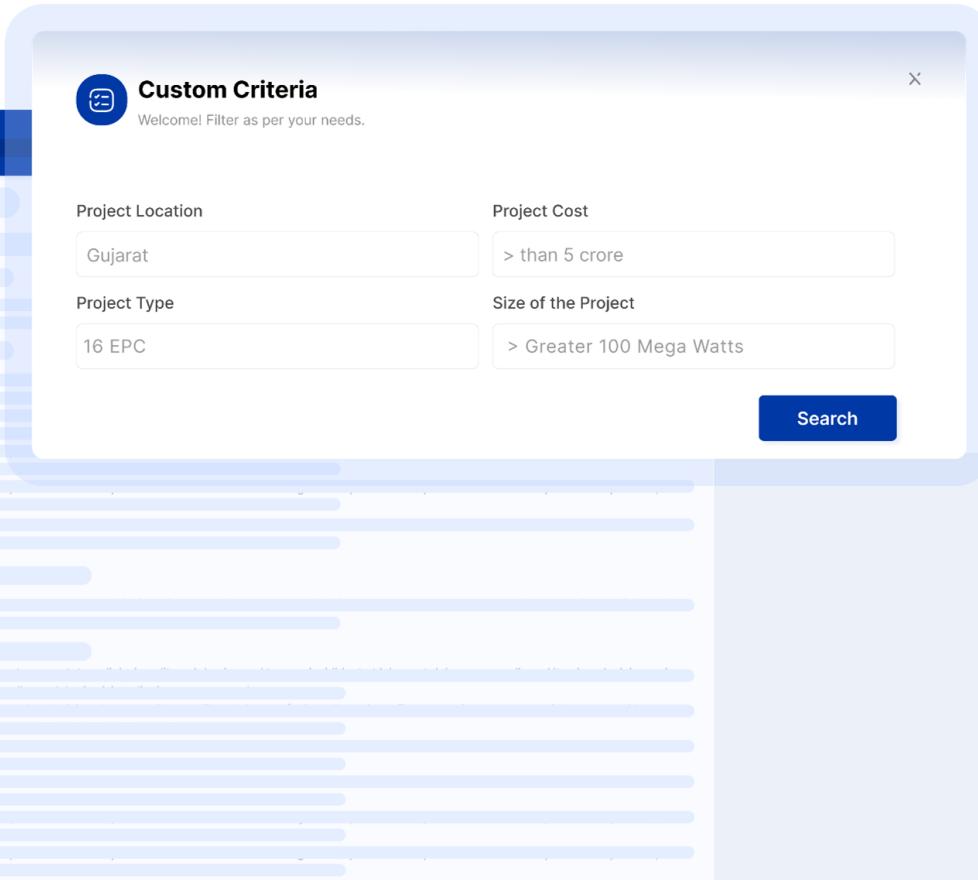


## Solution

**Notifications and Alerts on Identification  
of new opportunity or new files  
addition/deletion from existing tenders.**



# Only Opportunities that suit you



## Problem

Lot of time is wasted looking at irrelevant opportunities. Existing portals have very specific filtration criteria.



## Solution

**PropelScout automates opportunity identification and never misses a relevant tender.**

# Tender Selection



## Problem

How do I find past tenders similar to current tender and also choose the one I find most relevant?



## Solution

This feature automatically identifies and lists down similar tenders for which different insights have to be drawn. It allows users choose most relevant tenders to make the insights highly useful

# Tender Insights



PropelPro

## Tender Data Insights

Analyze trends, spot risks, and identify your strongest opportunities.

NAME	NUMBER	LOCATION	PRICE	CAPACITY	CLIENT NAME	COMPETITORS	WINNERS
Design, Engineering, and Construction of 300 MW Grid-Connected Solar Power Project at Ramagiri	SECI/C&P/OP/11/013/2023-24	Ramagiri, Andhra Pradesh	₹54.70 crore	300MW, AC	Solar Energy Corporation of India Limited (SECI)	NA	Amara Raja
200 MW Solar Power Project approved by Bihar Electricity Regulatory Commission	--	Bihar	--	200 MW	Bihar Renewable Energy Development Agency (BREDA)	NA	NA
Limited Tender for 100 MW Solar PV Project + 50 MW/150 MWh Battery Storage System (including 10 years O&M)	SECI000025	Rajnandgaon, Chhattisgarh	--	200 MWp DC	Solar Energy Corporation of India Limited (SECI), New Delhi	NA	Tata Power Solar Systems Ltd.
Tender for 1200 MW ISTS-connected Solar PV Projects with 600 MW/1200 MWh Energy Storage Systems	SECI/C&P/IPP/11/0023/23-24	Multi-state(India-wide)	₹3.41-3.42 per kWh	1200 MW	Solar Energy Corporation of India Limited (SECI)	NA	Pace Digitek, JSW Neo Energy, Acme Solar Holdings, Hero Solar Energy
Limited Tender for 100 MW Solar PV Project + 50 MW/150 MWh Battery Storage System (including 10 years O&M)	ST/EDA/RTSPV-200MW/51/2024/1085	Jammu, Jammu & Kashmir	₹1,040 crore	200 MW	Jammu & Kashmir Energy Development Agency (JAKEDA)	NA	NA

Explore news and announcements linked to similar tenders



More like this

1-10 of 97

Rows per page: 10 | 1/10



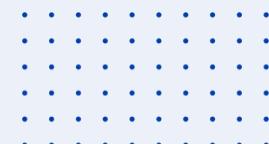
## Problem

Information and insights from Past tenders is often lost. Can these be automatically extracted ?



## Solution

Insights from Past tenders such as **Winning Bid**, **potential Competition** are useful to gauge about customer preferences and arrive at a **Bid value with higher likelihood of winning the tender**.



# Market News



## Problem

There is so much intelligence floating around in the market. Can it be Captured ?



## Solution

The platform curates and publishes both industry-specific and competitor-related news, helping users stay updated on major project announcements and competitive developments to build strong market intelligence.

**PropelPro**

Business Intelligence

Track how similar tenders are progressing across sectors.

Industrial News

**SECI Pushes Larger BOS Contracts:**

SECI strongly favors separating PV module supply from BOS tenders to reduce technical and financial risks for EPC bidders. For instance, the 200 MW Dhar Madhya Pradesh project explicitly excludes module supply from the EPC scope, with modules provided by the owner.

Competitor News

**NEW CEA GRID Code**

Updated CEA grid codes issued in 2024 impose stricter requirements for grid connectivity, forecasting, scheduling, and operational discipline for renewable projects. Bidders must design projects compliant with these codes to avoid penalties and ensure smooth grid integration. This affects plant design, inverter configuration, and forecasting mechanisms.

**Module Price Drop**

Global solar PV module prices have declined sharply over 2023-2024, favoring projects that procure modules separately or have owner-supplied modules. This price trend supports SECI's commitment to BOS tenders where modules are supplied by owners or through specialized contracts, easing EPC cost pressures.

**Escalation Clauses in SECI Tenders**

Recent SECI tenders incorporate detailed escalation and de-escalation clauses to manage EPC cost volatility, particularly for steel and logistics priced fluctuating during 2023-25. This contractual innovation aids bidders in risk management and pricing confidence.

**Technology Preference**

There is growing preference for advanced PV technology such as Mono PERC and bifacial modules to achieve higher energy yields per installed MW. EPC bidders must adapt BOS design and construction to these module specifications, including mounting structures and electrical configurations.

**Mandatory Spares and Indian Standards**

SECI tender documents for BOS contracts require bidders to maintain "must-stock" lists of critical spares onsite and increasingly emphasize the preference for Indian-manufactured auxiliary equipment to support "Make in India" objectives. This impacts bidder logistics planning and compliance checks.

Solar

Renewable Energy 20/02/2025 **Vikram Solar's Integrated Solutions (2023-2025)**

Renewable Energy 15/05/2025 **Sterling & Wilson's Global Reach (2023-2025)**

Renewable Energy 22/06/2025 **Adani Solar's Rapid Expansion (2023-2025)**

**Solar**

Renewable Energy 27/06/2025 **Domestic Content Requirement (DCR) Enforcement**

Renewable Energy 29/07/2025 **Sharp Module Price Drop (2023-2024)**

Renewable Energy 20/08/2025 **Land Acquisition & Statutory Clearances (Ongoing Challenges)**

Renewable Energy 10/06/2025 **Reverse Auctions Remain Key To Price Discovery**

Renewable Energy 20/02/2023 **Tata Power Solar's Established Leadership (2023-2025)**

Renewable Energy 20/02/2023 **L&T Solar's Engineering Strength (2023-2025)**



# PropelRead

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“Reading and Understanding large tender documents is a  
mundane and tedious process.

PropelRead is designed to significantly reduce time to create  
Proposals by automatically reading through documents”

# PropelRead VS ChatGPT



## PropelRead

You are not limited in data processing (successful processing of **10,000+ pages** and **150+ files**), and there is **no restriction on the number of files** you can add.

**Answers from the document only**  
and does not hallucinate at all

Very high accuracy achieved with **use of multiple models** for processing different sets of information

PropelRead comes with **domain expertise** trained on specific AEC data

Can work even on **scanned PDFs**

## ChatGPT

Allows only **128000 tokens** to be processed (i.e. about **300 pages** on text data and file size of about **20Mb** only), and you can **only upload up to 10 files**



**Hallucination** is for Real



Will give **output from a single model** only which is not always accurate for all data



This is a **generic model** hence might **not understand** all the terminologies related to AEC



**Cannot handle** scanned PDFs

# Go/No-Go Summary



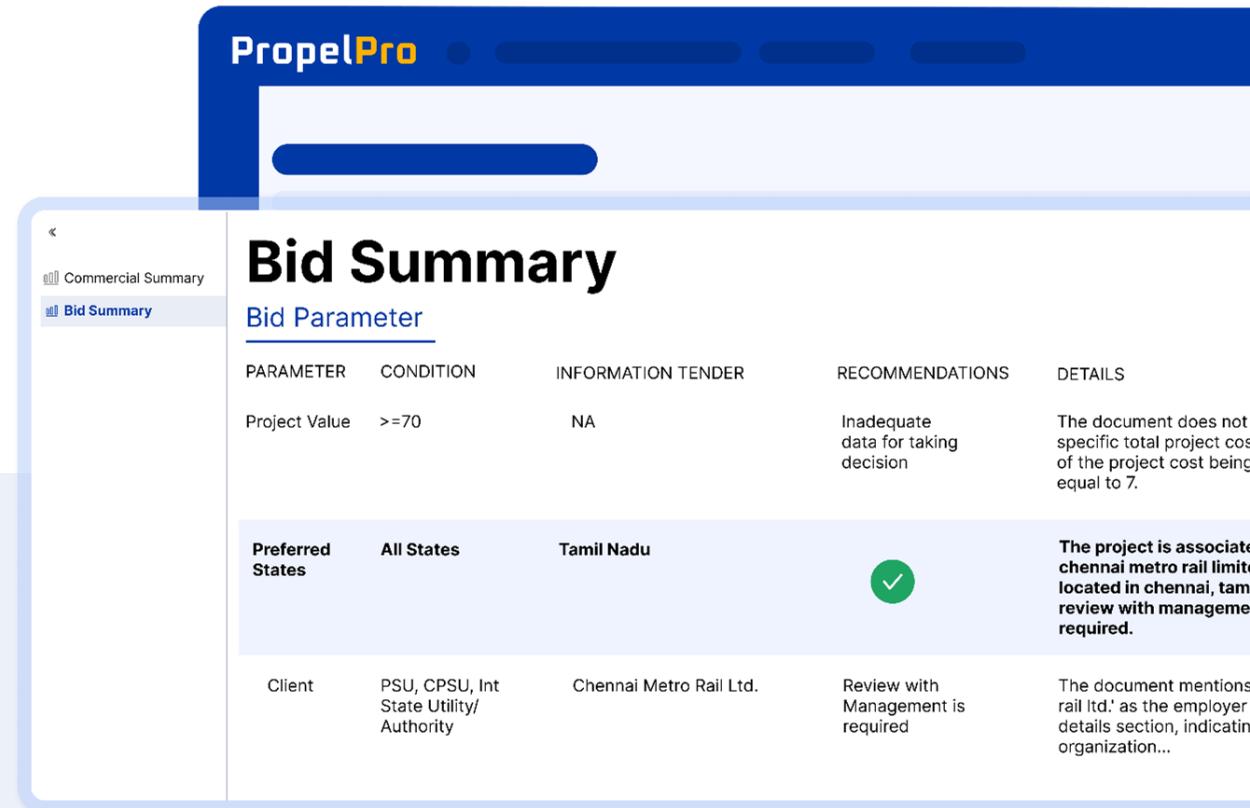
## Problem

Preparing Go/No-Go summaries is a tedious task and requires going through multiple documents manually. Then consolidating each parameters basis, the conditions sometimes leads to errors.



## Solution

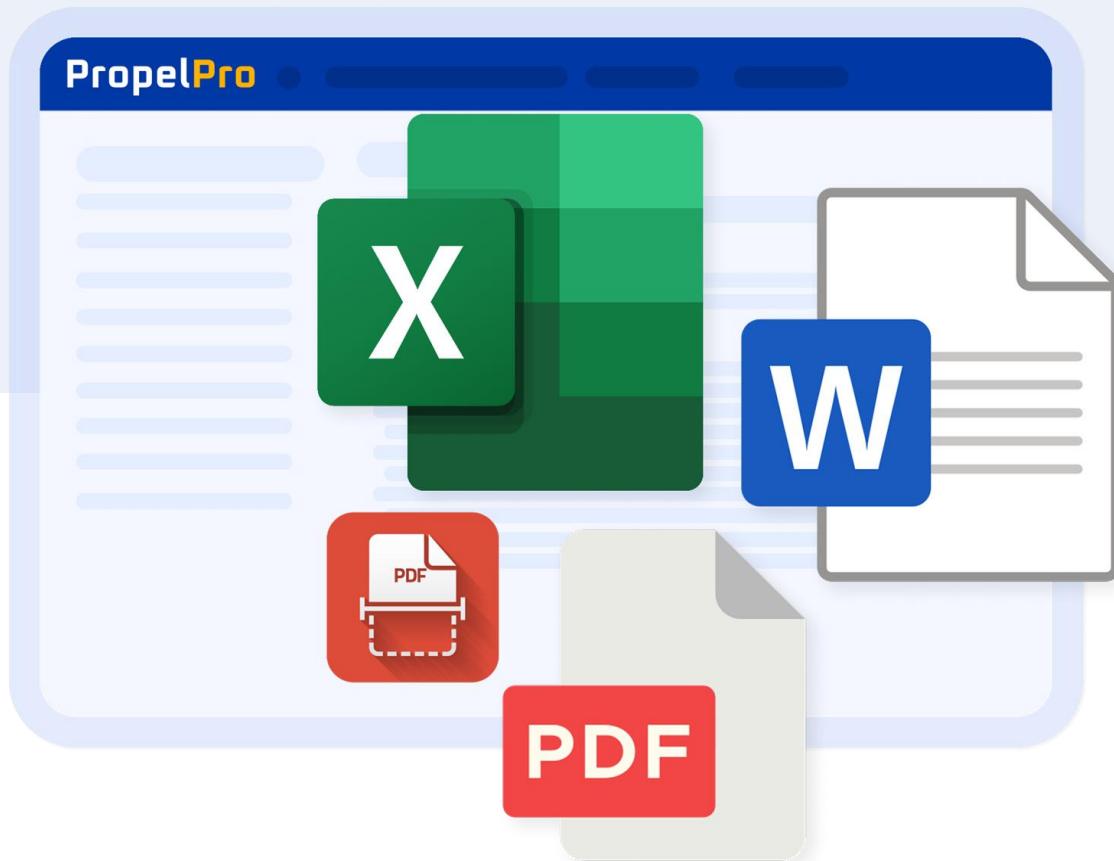
PropelRead automatically generates a structured Go/No-Go Summary in mere minutes along with providing a recommendation based on pre-defined conditions



Bid Parameter				
PARAMETER	CONDITION	INFORMATION TENDER	RECOMMENDATIONS	DETAILS
Project Value	>=70	NA	Inadequate data for taking decision	The document does not specific total project cost of the project cost being equal to 7.
Preferred States	All States	Tamil Nadu	<input checked="" type="checkbox"/>	The project is associated with chennai metro rail limited located in chennai, tam review with management required.
Client	PSU, CPSU, Int State Utility/ Authority	Chennai Metro Rail Ltd.	Review with Management is required	The document mentions rail ltd.' as the employer details section, indicating organization...

Video link- [Go/No-Go Summary](#)

# Scanned Docs Format Supported



## Problem

'CTRL+F' works on pdf, word, files. But scanned documents become too difficult to handle.



## Solution

PropelRead goes through the entire set of tender documents PDFs, Word files, Excels, and even the Scanned PDFs.

Video link- [Scanned Docs Format Supported](#)



# Stakeholder-Specific Info Extraction



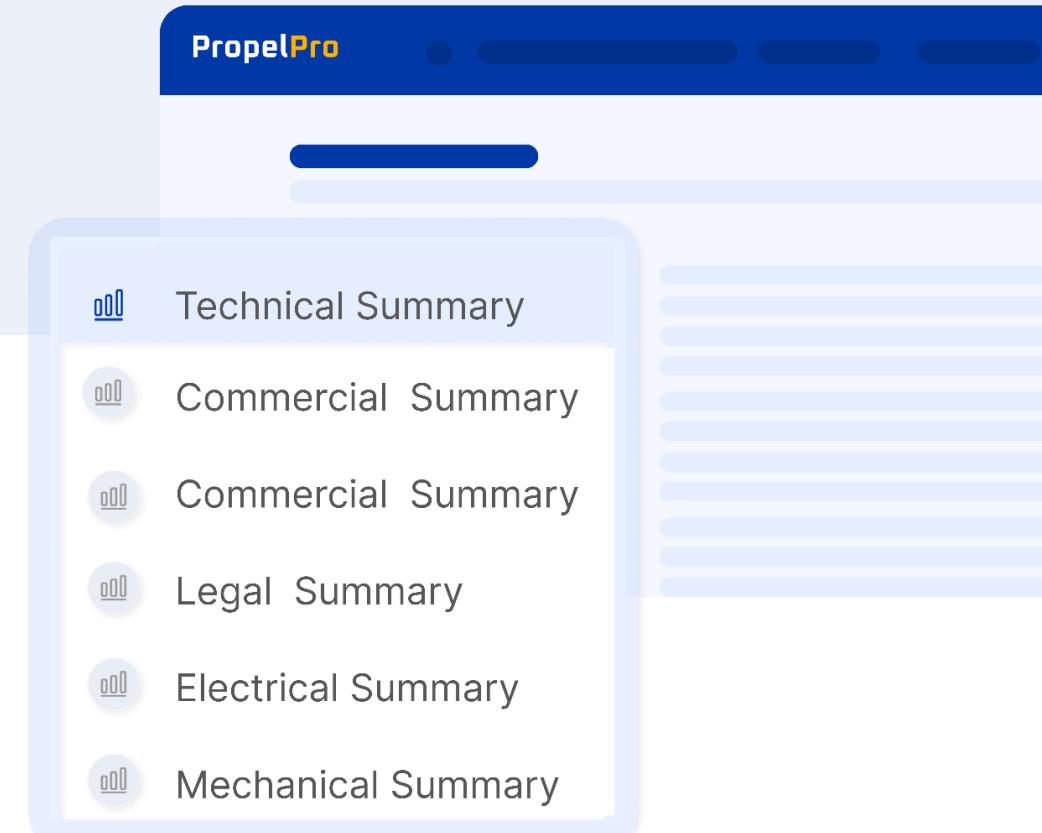
## Problem

How do I get more time for my Proposal Team and reduce their stress ?



## Solution

PropelRead extracts department-specific data with contextual understanding from tenders, auto-populating custom templates for different teams in matters of a few minutes to hours thereby freeing up significant time and reducing errors.



Video link- [Specific Info Extraction](#)

# Risk Matrix



Risk Category	Risk Description	Explanation
Design Risk	Errors or delays in design submission & approval	Contractor must prepare detailed documents; delayed approvals affect timeline. Vol 1, Clause 5.2
Site Access Risk	Delays in granting site access	No compensation is given for access delay. Vol 1, Special Conditions, Clause 2.1
Regulatory Risk	Delays in permits/approvals	Employer not liable for delay/refusal of permits. Vol 1, Clause 2.2
Performance Security Risk	High bank guarantee requirement (8%-10%)	Vol 1, Clause 4.2
Labor & Compliance Risk	Part of Associations such as ASA, ABC, AGC, AIA, ASHRAE etc.	Awareness, Lead Generation
Retention & Payment Risk	Strict adherence to Indian labor laws, EPF, ESI, safety regulations, etc	Vol 1, Clause 6.4 & Appendix on Labor Laws



## Problem

How do I identify the risks associated with different clauses of the tender ?



## Solution

**PropelRead automatically highlights clauses that could pose a challenge to the company and fills in the risk matrix.**

# Amendment Updates & Version Control



## Problem

Reading through an RFP is anyways labor-intensive process. But keeping a track of any revisions or updates is even tougher.



## Solution

**PropelRead not only proactively keeps a track of such revisions and automatically updates the relevant summaries but also has versioning for transparency, thus eliminating any manual intervention.**

Video link- [Amendment Update](#)

# Comparison of Contract Terms



PropelPro

← Category  
Consultancy work for Solid Wa... > 1924

### Comparison Of Contract Terms And Conditions

Contract Review

KEY CLAUSES	CLIENT CONDITIONS	STANDARD CONDITIONS	MATCH/MISMATCH	IMPACT	REASONING
Agreement Basis	Agreement is based on specific terms outlined in the tender documents.	Agreement is based on FIDIC Client/Consultant Model Services Agreement Fourth Edition, 2006, unless amended.	⚠️	Negative	The client does not explicitly reference FIDIC terms, which may lead to differences in interpretation and application of contract terms.
Liability Limitation	Consultant is liable for all direct consequences of errors and omissions up to the contract's value, except for claims of negligent acts, fraud, and willful misconduct.	Liability is capped at 25% of the total fees, with adjustments for project size.	⚠️	Negative	The client's terms impose a higher liability on the consultant, which increases risk exposure.
Liability Duration	No specific duration mentioned for liability.	Liability is limited to 2 years from completion of services.	⚠️	Negative	Absence of a defined liability duration in the client's terms creates uncertainty and potential long-term exposure.
Payment Terms	Payments are made within 60 days after invoice submission.	Payments are due within 30 days, with options for 14 or 7 days for short-term services.	⚠️	Negative	Longer payment terms in the client's conditions may impact cash flow for KEO.
Late Payment Charges	No provision for late payment charges.	Interest of 6.5% per annum is charged on overdue payments.	⚠️	Negative	Lack of late payment charges in the client's terms removes a deterrent for delayed payments.
Varied Services	Additional services require prior written approval.	Additional services require written approval of associated fees.	⚠️	Neutral	Both conditions align on the need for written approval for additional services.
Dispute Resolution	Disputes are resolved under the jurisdiction of Omani courts.	Disputes are resolved in Dubai, UAE competent courts.	⚠️	Neutral	Jurisdictional differences may affect the legal process but are not inherently negative.



## Problem

Lot of time gets wasted understanding and checking contract terms



## Solution

The platform auto-compares client terms with standard organizational terms, highlighting mismatches for clarification during pre-bid meetings.



# Eligibility Criteria



## Problem

The eligibility criteria has to be manually checked for ?



## Solution

Our platform extracts the eligibility criteria from the current tender, cross-checks each requirement against the data in the repository, analyzes it, and indicates whether each criterion is met or not.

PropelPro

Basic Project Profile

General Project Clearances Qualification Information Joint Venture Conditions Bid Security Project Schedule Scope of Work

QUALIFICATION CRITERIA	CONDITIONS	SINGLE BIDDER	JV	CONSORTIUM
Financial Capacity	Minimum Net Worth of 15% of the Estimated Project Cost at the close of the preceding Financial Year	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Technical Capacity	Payments received for construction of Eligible Projects during the last 5 financial years and current financial year up to the Base month: (a) 60% of Estimated Project Cost from One Eligible Project, OR (b) 40% of Estimated Project Cost from each of the Two Eligible Projects, OR (c) 30% of Estimated Project Cost from each of the Three Eligible Projects	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Eligible Projects	Projects where works contract are directly given to the Bidder by a Govt. Department; or by a Public listed company having average annual turnover of Rs 500 crore and above in last 3 financial years excluding the current financial year, listed on National Stock Exchange or Bombay Stock Exchange, registered at least 5 years back from the date of submission of Bid by the Bidder to the Authority AND Projects where the Bidder have received payments for not less than 75% value of awarded project cost of such project as per the original agreement under specified categories	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Categories of Eligible Projects	Passenger terminals with minimum passenger handling capacity of 5000 persons/day OR Social and Commercial infrastructure such as commercial real estate projects with minimum built-up area of 15,000 square meters OR Residential real estate projects with minimum built-up area of 30,000 square meters	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

# Compare RFP



## Problem

What if i wanted to compare two RFPs say to check if terms are similar or different for RFPs with similar scope ?



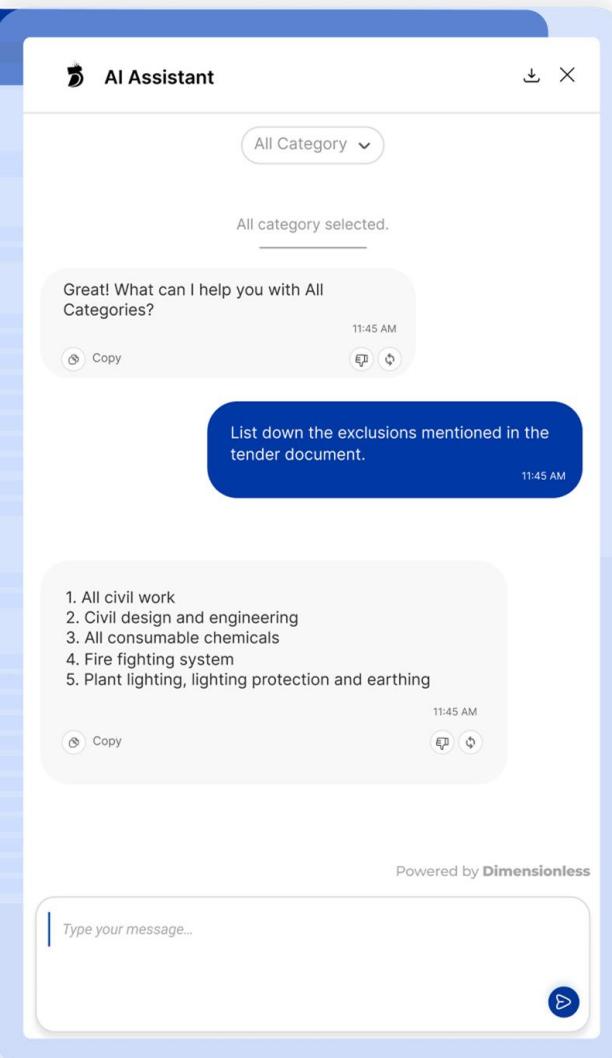
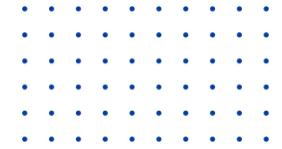
## Solution

**Users can select any two RFPs from the database and compare them across key parameters, providing a reference point for quicker and more informed bidding.**

The screenshot shows the PropelPro software interface. At the top, there is a blue header bar with the text "PropelPro" and a "Category" section. Below the header, there are two tabs: "SECI GREEN AMONIA" and "SECI AMONIA". The main content area displays two RFP documents side-by-side. The left document is titled "SECI GREEN AMO..." and the right document is titled "NLC GH2 Revis...". Both documents show a list of requirements or conditions. The left document has a section titled "Overview of Joint Venture (JV) Conditions" with four numbered points: 1. Formation and Registration, 2. Shareholding Requirements, 3. Roles and Responsibilities, and 4. Compliance and Legal Requirements. The right document has a similar structure but with different content. At the bottom of the interface, there is a "Source" section and a "NA: Not Available" status indicator.

Video link- [Compare RFPs](#)

# Multi Document Chatbot Search



The screenshot shows the AI Assistant interface. At the top, it says "All category selected." Below that, a message says "Great! What can I help you with All Categories?" with a timestamp of 11:45 AM. The user then asks "List down the exclusions mentioned in the tender document." with a timestamp of 11:45 AM. The AI responds with a list of five items: 1. All civil work, 2. Civil design and engineering, 3. All consumable chemicals, 4. Fire fighting system, 5. Plant lighting, lighting protection and earthing. At the bottom, there is a text input field with "Type your message..." and a send button.



## Problem

How do I get information other than the designed template ? Also, as a manager, I need to review the extracted information, can I get that along with knowing where the data is coming from.



## Solution

**PropelPro's AI Assistant answers queries from tender documents with cited references, providing instant access to any information beyond standard templates.**

# Order of Precedence



## Problem

Identifying and reconciling SCC parameters over GCC ones can be a critical action on client user side.



## Solution

PropelRead does this identification and reconciliation automatically with Special conditions taking precedent over General conditions.

**General Conditions of Contract**

The contractor warrants that the Facilities or any part of thereof shall be free from defects in the design, engineering, materials and workmanship of the Plant and Equipment supplied and of the work executed.

**Special Conditions of Contract**

Defect liability period is 36 calendar months from the date of issue of Final completion certificate/ Final acceptance Certificate/ handing over by THDCIL of the full capacity (100.1 MWac) of all the three plants (RTPS, BTPS, YTPS), whichever is later.

**Liquidated Damages & Other Details**

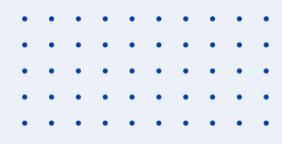
Defect Liability Period (DLP) Risks Insurance Terms Liquidated Damages (LD) for COD Delay Contact

1. The Defects Liability Period is 36 calendar months from the date of issue of Final completion certificate/ Final acceptance Certificate/ handing over by THDCIL of the full capacity (100.1 MWac) of all the three plants (RTPS, BTPS, YTPS) whichever is later.
2. Unless otherwise specified in SCC, the Defect Liability Period shall be twelve (12) months from the date of erection and commissioning of the equipment.
3. The contractor's liability for latent defects warranty shall be limited to a period of five (5) years from the end of Defect Liability Period of the respective plant and equipment including spares.

Source: NIT\_Section\_0\_to\_IV.pdf : 139-146, 176-177, 184-185, 192-195

NA: Not Available : Warning pages

Video link- [Order of Precedence](#)



# Reference Links



## PropelPro

### Claims, Dispute And Arbitration

[Claims for Payment and or EOT](#) [Disputes Settlement](#) [Conciliation Procedure](#) [Arbitration Procedure](#) [Jurisdiction of Courts](#)

Conditions for Claims: Claims for payment or extension of time (EOT) can be made if the Concessionaire suffers delay or incurs damages or costs due to unforeseeable events, or if instructed by the Independent Engineer (Article 2.4.17).

#### Procedures and Documentation:

- For emergency work, the Concessionaire must immediately carry out necessary protective or remedial work and notify the Authority if unable to do so. **(Clause 1)**
- The Concessionaire must notify the Independent Engineer and the Authority in writing upon discovery of any article or thing of geological or archaeological interest (Article 2.4.17).

#### Source:

Filename: Grasim\_Mahad

Title 19. Completion Period, Sub Title 19. Completion Period, Page No. 38

Video link- [Reference Links](#)



## Problem

How do I know if the extracted information is correct?



## Solution

Each extraction comes with a source link to verify the data thereby providing an audit trail for easy reference.

# Mitigating Unread Data Risk



**WARNING!**  
Some pages could not be fully processed, review may be required!

File List

FILE NAME	UPLOADED DATE	UPLOADED BY	STATUS	OMITTED PAGE NO.	WARNING PAGE NO.
80_MLD_STP_Tender.pdf	15-01-2025	Anuja Srivastav	* Success	73	1

Source: Bid\_document\_Salem\_24x7.pdf : 91-93112-119 188-190 239-242271-272276-277

NA: Not Available Warning Pages

Video link- [Mitigating Unread Data Risk](#)



## Problem

What if, the tool misses out reading some page or is not sure of the contents of any Page ?



## Solution

PropelRead has been designed to take care of these issues already. It highlights the Page Numbers that are omitted(generally happens for pages with Diagrams) and also provides Warnings for Pages it is not sure of.

# Conflict Identification



## Problem

Client RFPs contain multiple parameters that often conflict with each other. Manual reconciliation is tedious and prone to oversight, creating significant risk of missing critical conflicting requirements.



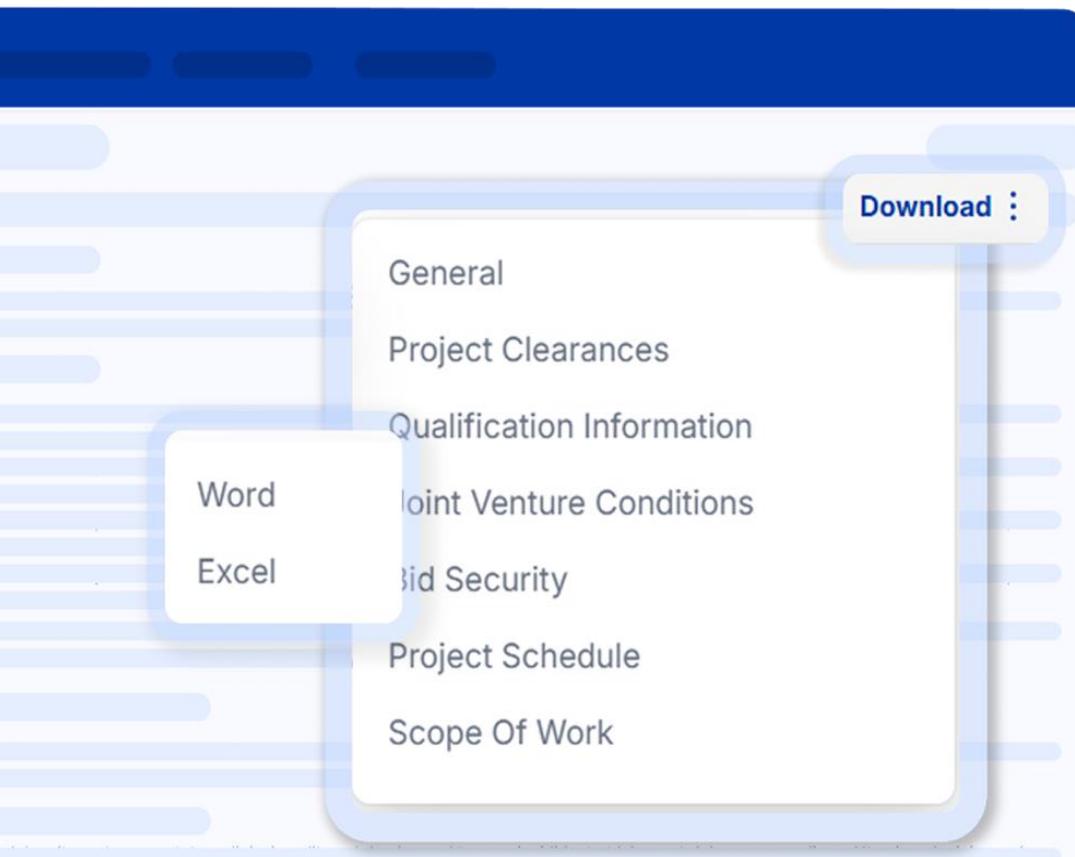
## Solution

PropelRead automatically identifies conflict if any in the parameter value, and highlights it with the sources from the tender document.

The screenshot shows a software interface for 'PropelPro' with a blue header bar. The main content area is titled 'SWRO (Sea Water Reverse Osmosis)'. Below the title, there is a section for 'Additional Information' which includes 'Design Permeate: 60 MLD (2,500 m<sup>3</sup>/h)', 'Recovery Rate: 45%', and a highlighted 'Flux Rate: 15 LMH'. Below this, a 'Conflicts or Discrepancies' section lists a single point: 'The document mentions different flux rates (15 LMH and 17 LMH) in different sections which could be a discrepancy.' To the right of the main content area, there are several sections of text from the tender document, with the 'Flux Rate' line highlighted in yellow. The text includes details about the RO plant design, such as a 45% recovery rate and the selection of 17 LMH as the average membrane flux.

Video link- [Conflict Identification](#)

# Ease of Sharing



## Problem

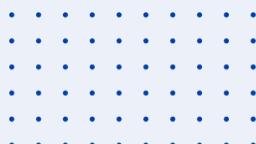
How do I share specific Category and Sub-Category level information with Vendors/Subcontractors.



## Solution

PropelRead allows you to not just get the summaries but also download it in word or excel format to share it with relevant stakeholders.

Video link- [Ease of Sharing](#)





# PropelFlow

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“Move from chaos to clarity. PropelFlow lets you orchestrate every step—from assigning tasks to getting vendor quotes—so nothing slips through the cracks, and you stay in control.”

# RFP Creation



PropelPro

**Create New RFP**

Welcome! Create a new RFP to get started.

**Basic Information**   **Project Details**

Project Title\*  Nickname

Opportunity Number\*  RFS Number

Client Name\*

RFP Type\*

Publish Date\*

**Create New RFP**

Welcome! Create a new RFP to get started.

**Basic Information**   **Project Details**

Country  State\*  City\*

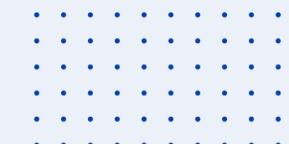
Start Date\*  Bid Due Date\*

Project Duration  Days  INR

Work Description\*



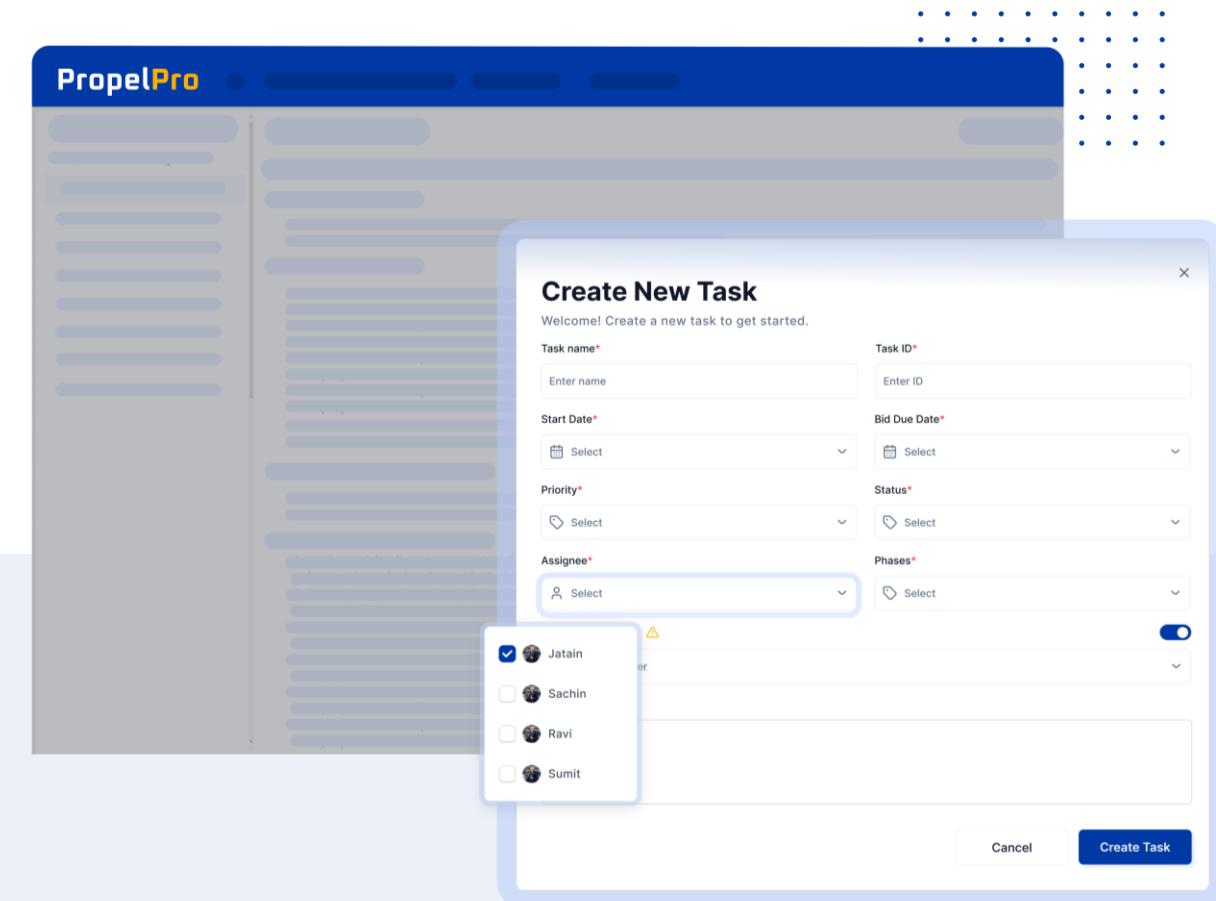
Create new RFPs in the system and manage the workflow.



# Task Creation



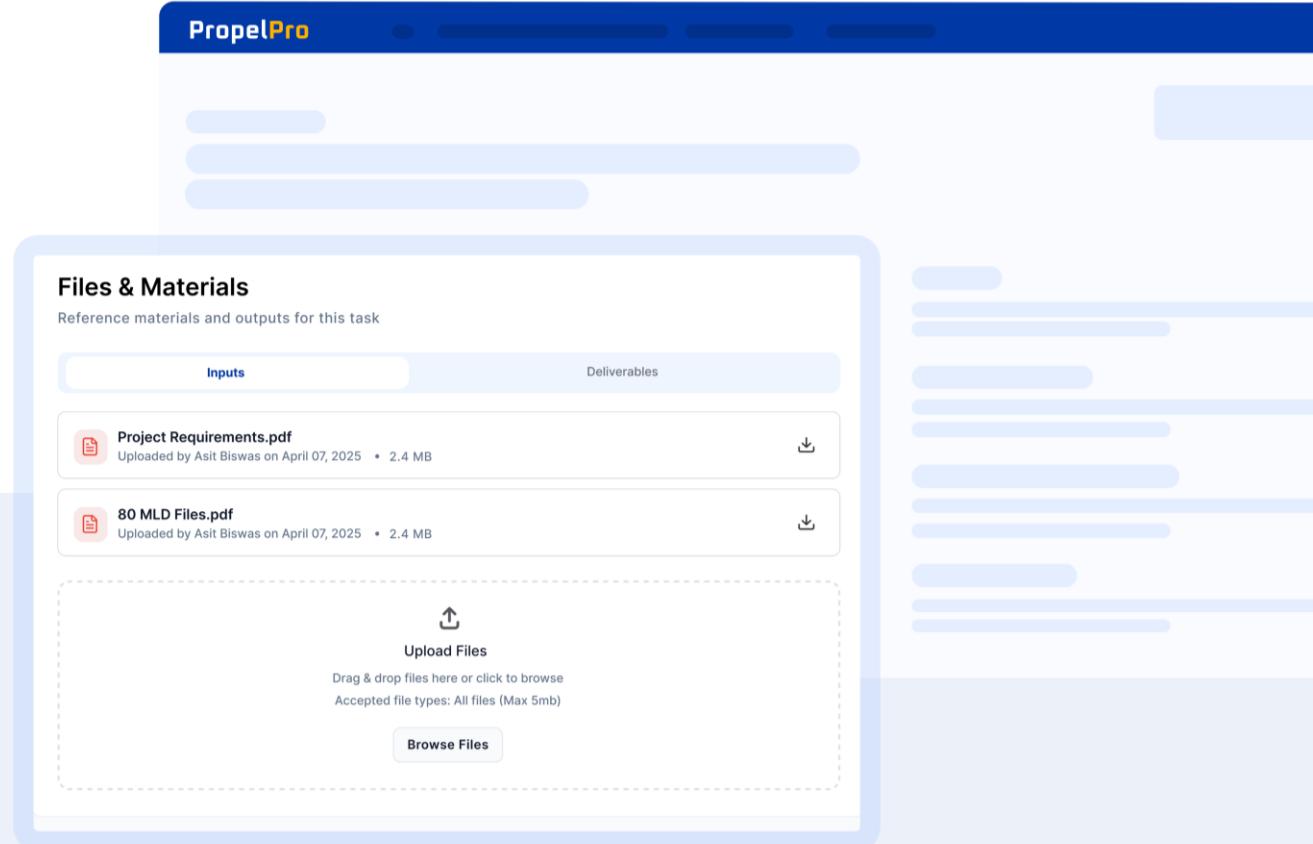
Allows creation of different tasks within the RFP. Each task will have various details including Priority, Owner, Due Date, Status and Remarks to know exactly what is happening with it at any given time



# Inputs & Deliverables



Each Task also comes with fields “Inputs” and “Deliverables” to track progress



PropelPro

Files & Materials

Reference materials and outputs for this task

Inputs Deliverables

Project Requirements.pdf  
Uploaded by Asit Biswas on April 07, 2025 • 2.4 MB

80 MLD Files.pdf  
Uploaded by Asit Biswas on April 07, 2025 • 2.4 MB

Upload Files  
Drag & drop files here or click to browse  
Accepted file types: All files (Max 5mb)

Browse Files

# Task Approval



PropelPro

Task Description  
Review this entire RFP document and identify key requirements, deadline, and evaluation criteria.

**Details**

- Status: Pending
- Priority: High
- Start Date: 07 April, 2025
- Due Date: 16 April, 2025
- Assigned To: Asit Biswas
- Approver: Rahul Paul

**Mark as Approved**



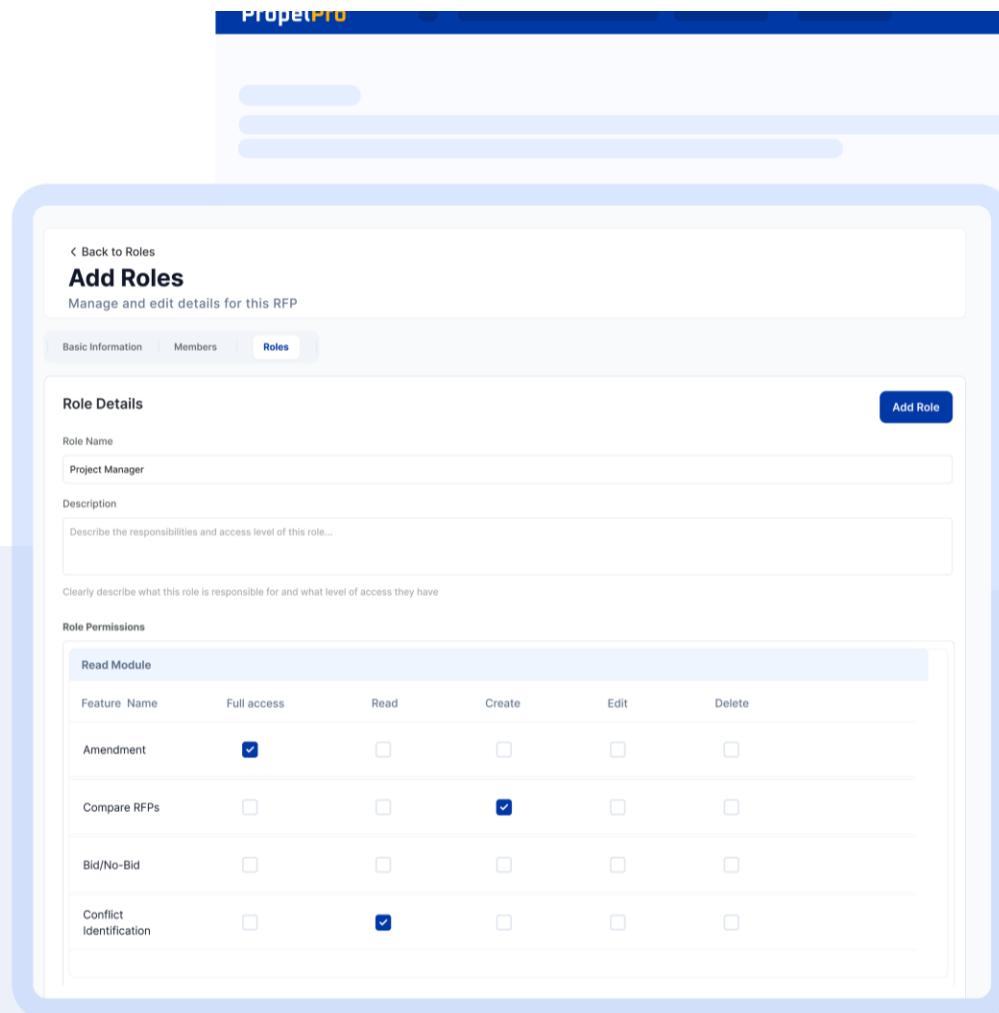
Each task has an approval hierarchy to ensure proper review of each task



# Roles Control



The system provides an access control module to the admins to provide only relevant access to each member onboarded onto PropelPro platform



The screenshot shows the 'Add Roles' page in the PropelPro platform. The page has a header 'PropelPro' and a sub-header 'Add Roles: Manage and edit details for this RFP'. There are three tabs: 'Basic Information', 'Members', and 'Roles', with 'Roles' selected. The 'Role Details' section contains a 'Role Name' field with 'Project Manager' and a 'Description' field with a placeholder 'Describe the responsibilities and access level of this role...'. The 'Role Permissions' section is titled 'Read Module' and lists four features: 'Amendment', 'Compare RFPs', 'Bid/No-Bid', and 'Conflict Identification'. For each feature, there are checkboxes for 'Full access', 'Read', 'Create', 'Edit', and 'Delete'. The 'Full access' checkboxes for 'Amendment' and 'Conflict Identification' are checked, while the others are not.

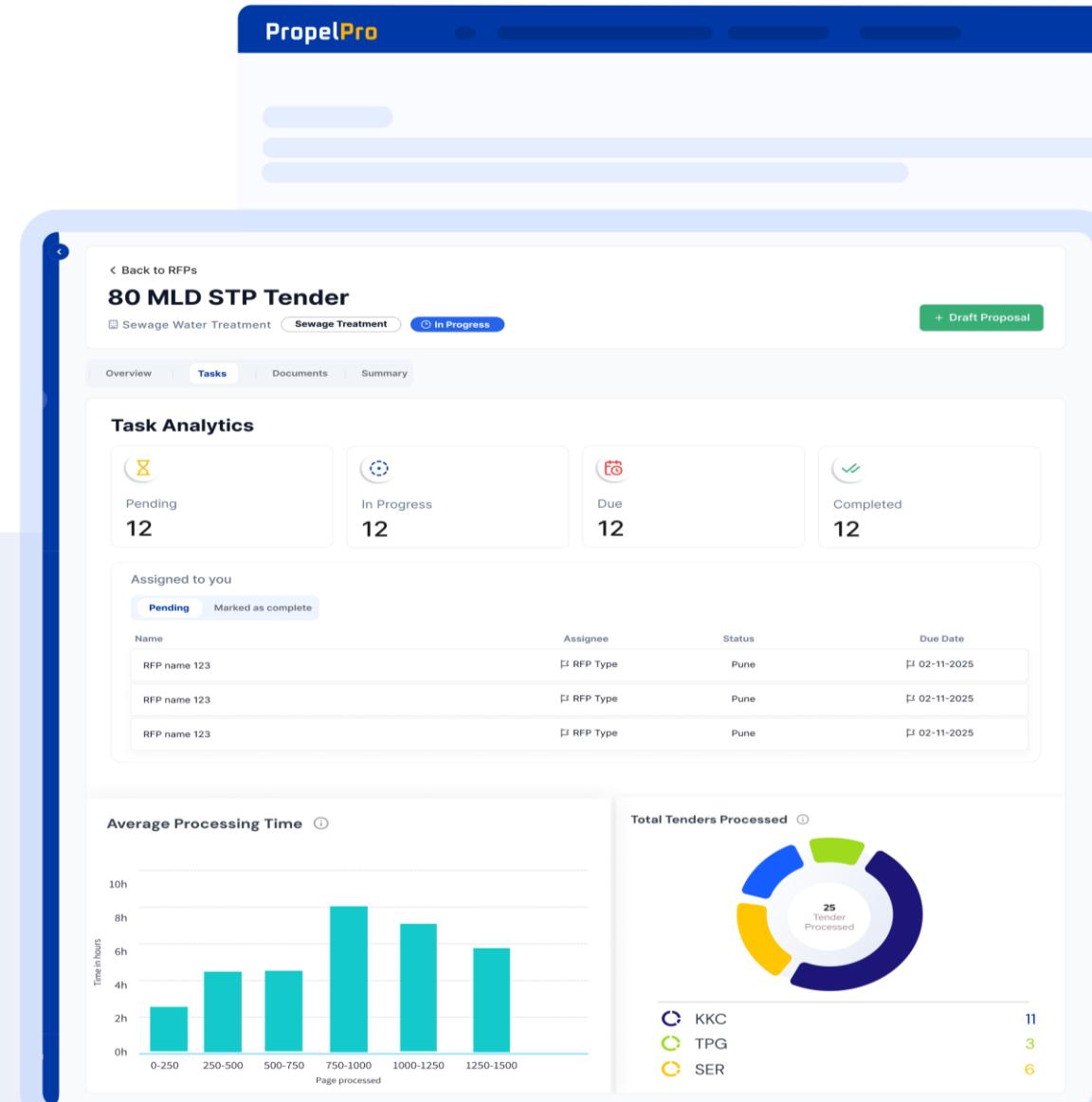
Feature	Full access	Read	Create	Edit	Delete
Amendment	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Compare RFPs	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid/No-Bid	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Conflict Identification	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



# Task Analytics



Customizable dashboards for Proposal Managers, Senior Management and Team providing metrics at Task level, RFP Level, Business Unit Level to track and view progress





# PropelWrite

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“Turn your proposals into winning stories. PropelWrite helps you craft compelling proposals with the precision of an expert, boosting your chances without burning hours.”

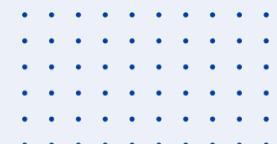
# Drafting Proposal

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AI-powered proposal drafting feature offers smart templates with editable, pre-structured sections. Users can customize these or start from scratch, with an AI chatbot available for real-time content generation—making proposal creation faster and easier.

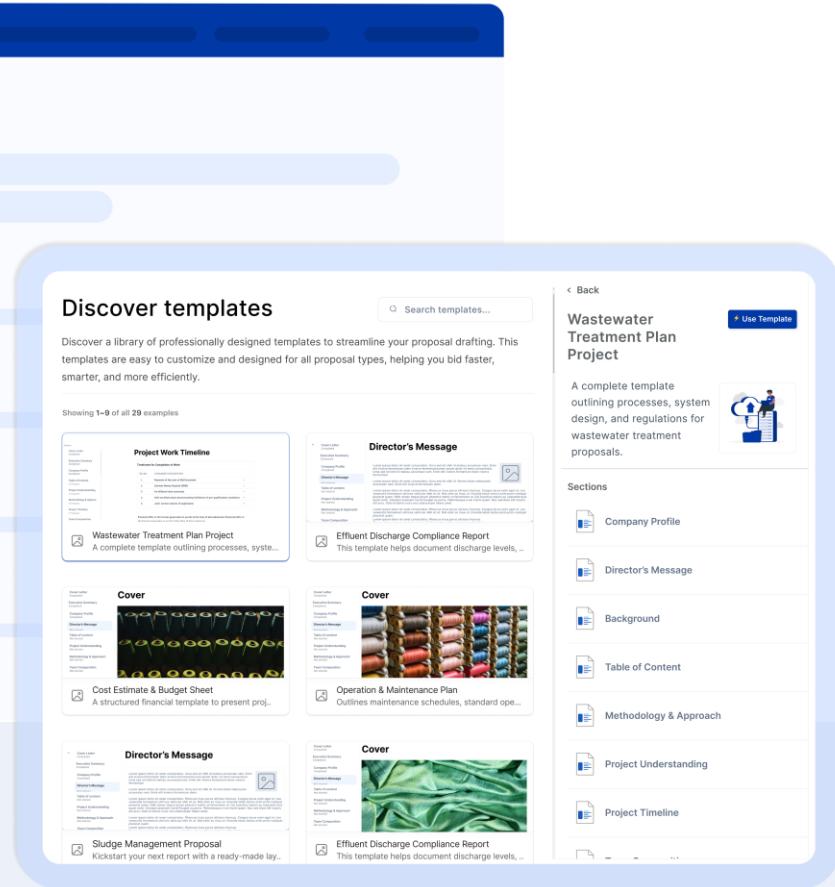
The screenshot displays the PropelPro software interface for proposal drafting. The top navigation bar shows 'PropelPro' and the current section 'Draft'. The left sidebar lists various sections: Director's Message (In Progress), KEO - Who we Are? (In Progress), Our Bespoke Qualifications (In Progress), Background (In Progress), Deliverables (In Progress), Organization Chart (In Progress), Approach &Methodology (In Progress), Project Schedule (In Progress), Similar Project Unders... (In Progress), Budget & Cost Breakdo... (In Progress), and a New Section. The main content area is titled 'Approach &Methodology' and includes a sub-section '1: High-level Commercial Feasibility Assessment' with a 'High-level Commercial Feasibility Assessment Step-By-Step Breakdown'. The breakdown details 'Step 1: Project Scoping and Stakeholder Engagement', 'Step 2: Market Assessment – Feedstock Analysis', and 'Step 3: Feasibility Analysis and Risk Assessment'. Each step includes 'Key Activities & Sub-tasks' and a list of specific tasks or notes. The interface is clean with a blue and white color scheme and a modern design.



# Template Selection



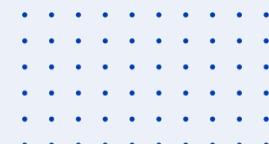
PropelPro



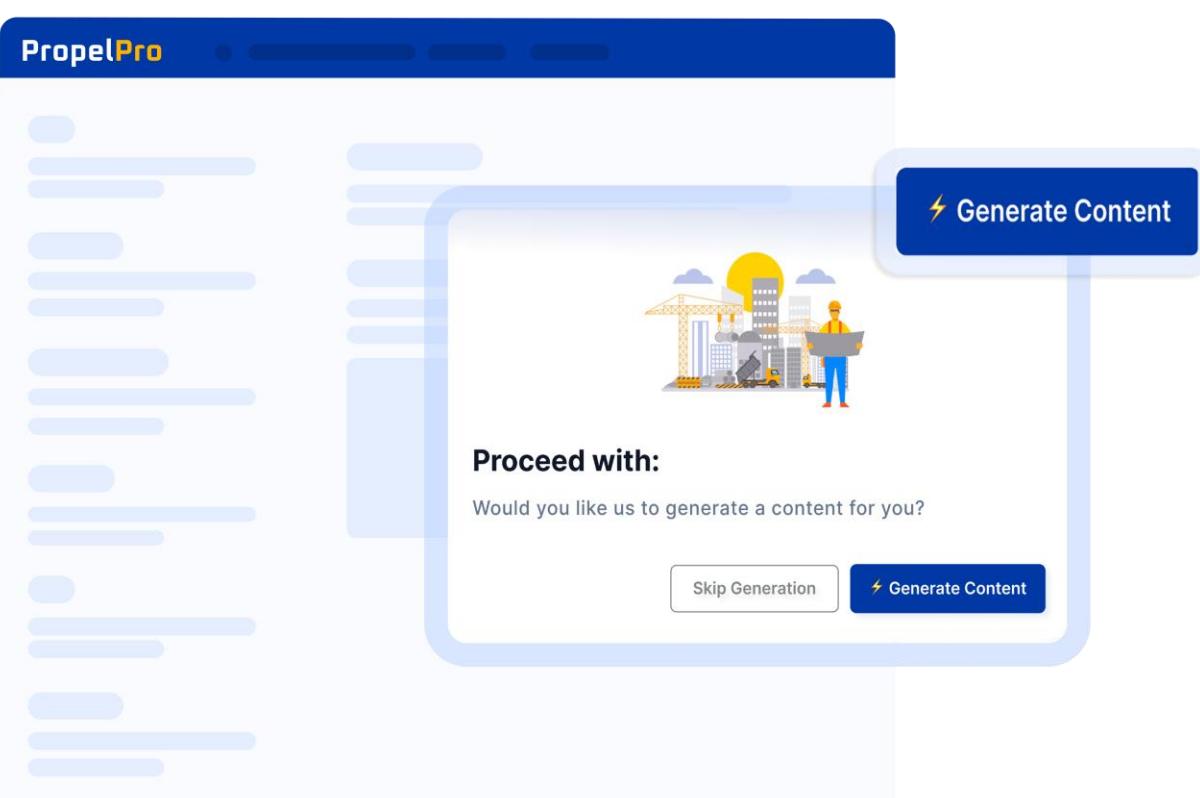
The screenshot shows the PropelPro software interface. On the left, a sidebar titled 'Discover templates' lists various template categories with small preview images. On the right, a detailed view of the 'Wastewater Treatment Plan Project' template is shown, including its sections: Company Profile, Director's Message, Background, Table of Content, Methodology & Approach, Project Understanding, and Project Timeline. Each section has a corresponding icon and a brief description.



Choose from a range of professionally designed templates tailored for different types of proposals. Whether it's a technical bid, commercial offer, or compliance document, PropelWrite adapts your content to the selected format—saving time and ensuring consistency.



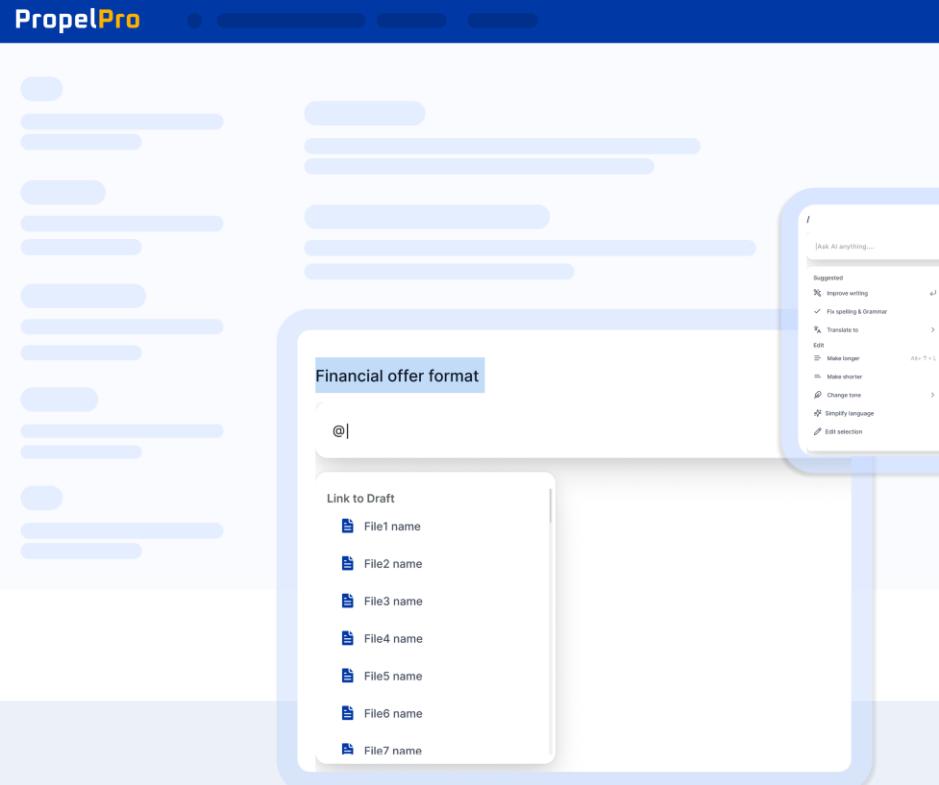
# Generate Content



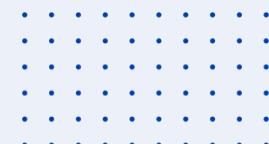
Whether it's a technical write-up, company profile, or methodology, our AI generates tailored content based on tender requirements—saving time while maintaining accuracy and relevance.



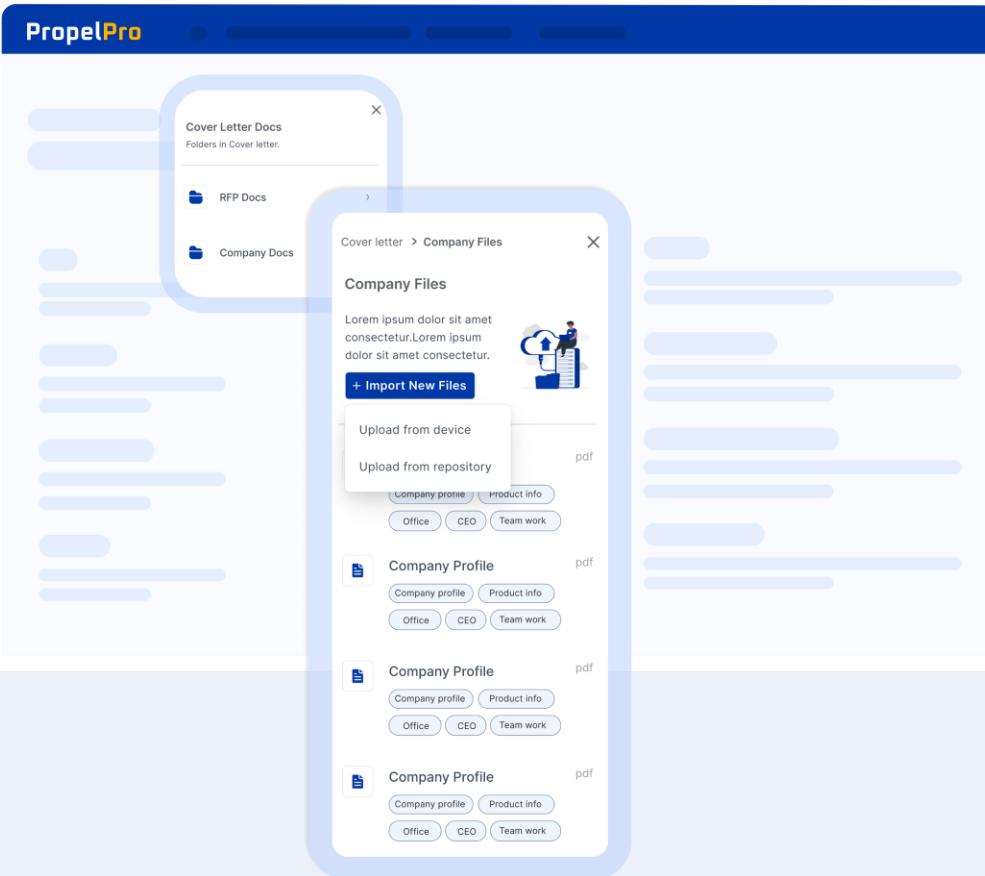
# Ask AI



Need help improving a section or rewriting a paragraph? Just ask. PropelWright's AI Assistant responds to your queries in real-time—offering suggestions, rephrasing content, fixing tone, or filling gaps based on context. It's like having a writing expert by your side.



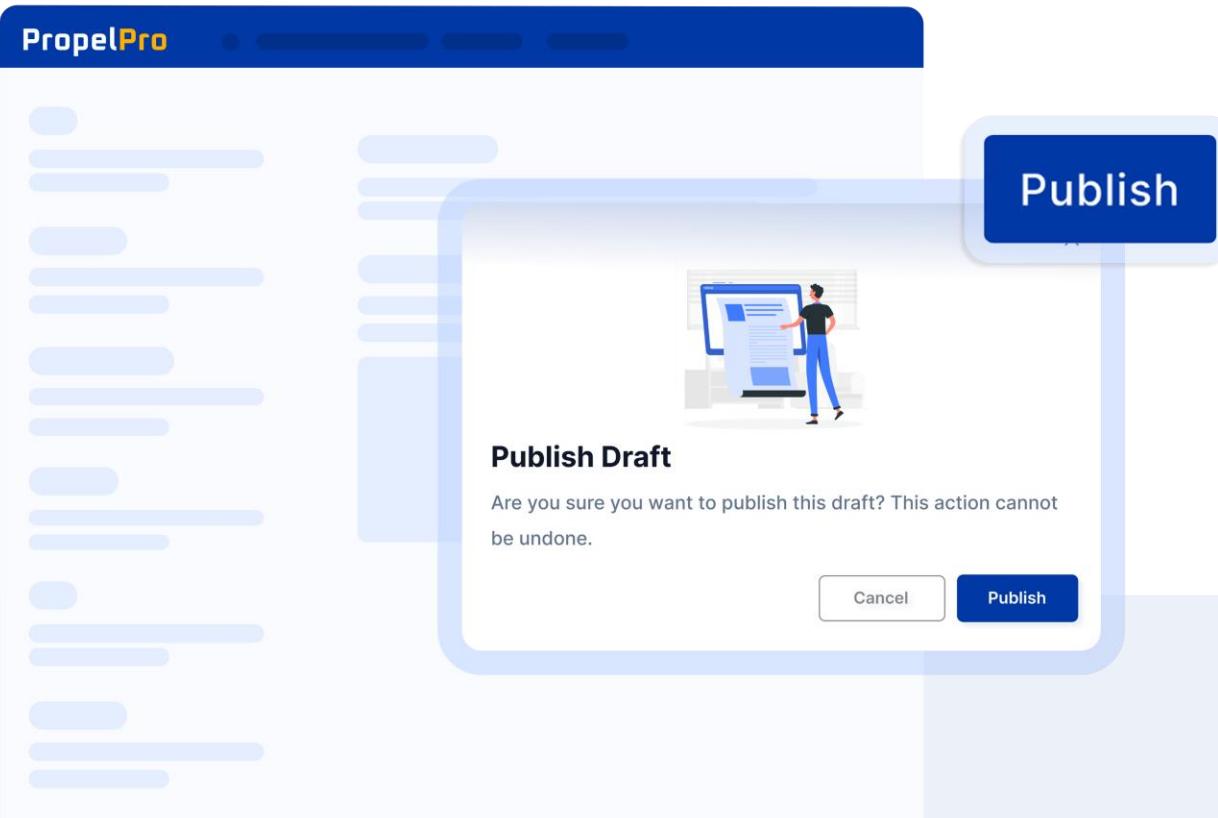
# Add/Remove files for context



Upload relevant tender documents, previous proposals, or supporting materials to guide content generation. PropelWrite uses these files as context to ensure the AI writes accurately and aligns with your specific requirements. Easily update or remove files as your draft evolves.

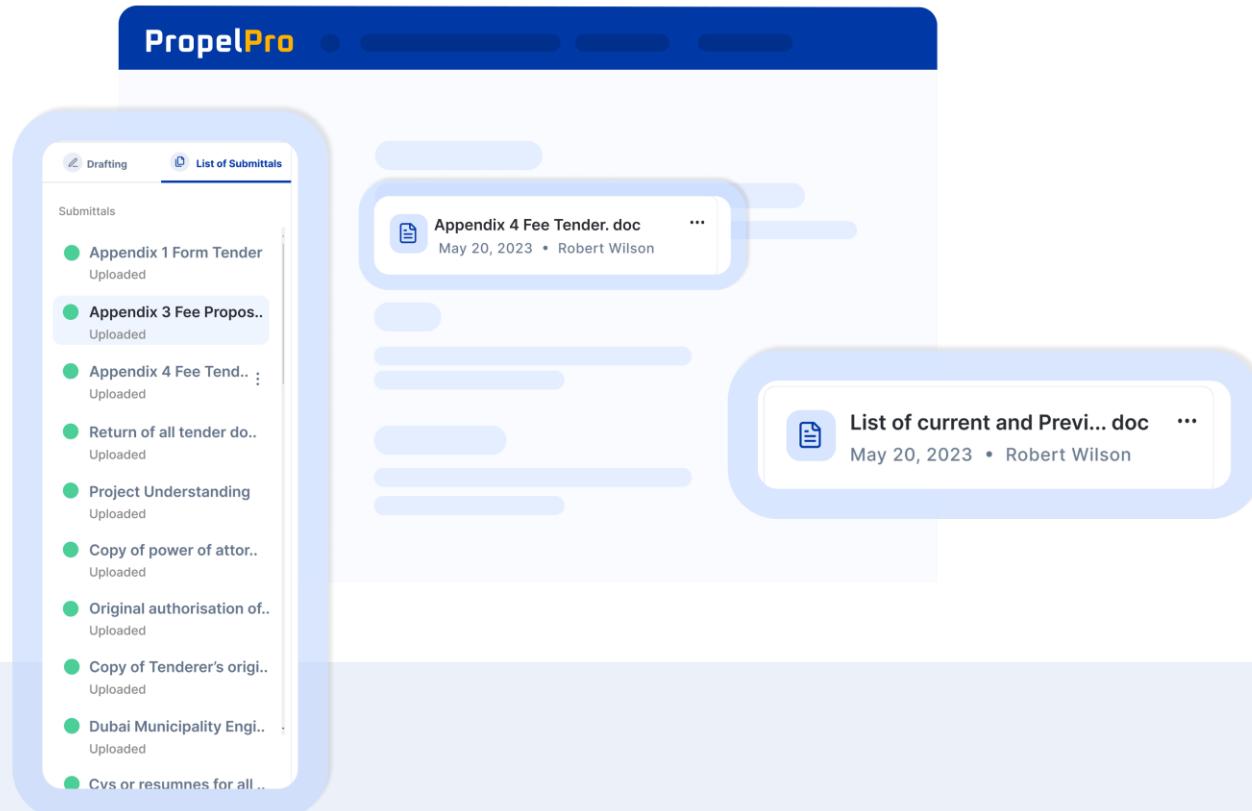


# Publish Draft



Finalize and publish your proposal draft with a single click. Once your content is ready, PropelWrite locks the version for review or submission—ensuring consistency, preventing accidental changes, and keeping your team aligned.

# List of Submittals



Drafting

List of Submittals

Submittals

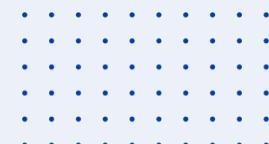
- Appendix 1 Form Tender  
Uploaded
- Appendix 3 Fee Propos...  
Uploaded
- Appendix 4 Fee Tend...  
Uploaded
- Return of all tender do...  
Uploaded
- Project Understanding  
Uploaded
- Copy of power of attor...  
Uploaded
- Original authorisation of...  
Uploaded
- Copy of Tenderer's origi...  
Uploaded
- Dubai Municipality Engi...  
Uploaded
- Cvs or resumes for all ...

Appendix 4 Fee Tender. doc  
May 20, 2023 • Robert Wilson

List of current and Prev... doc  
May 20, 2023 • Robert Wilson



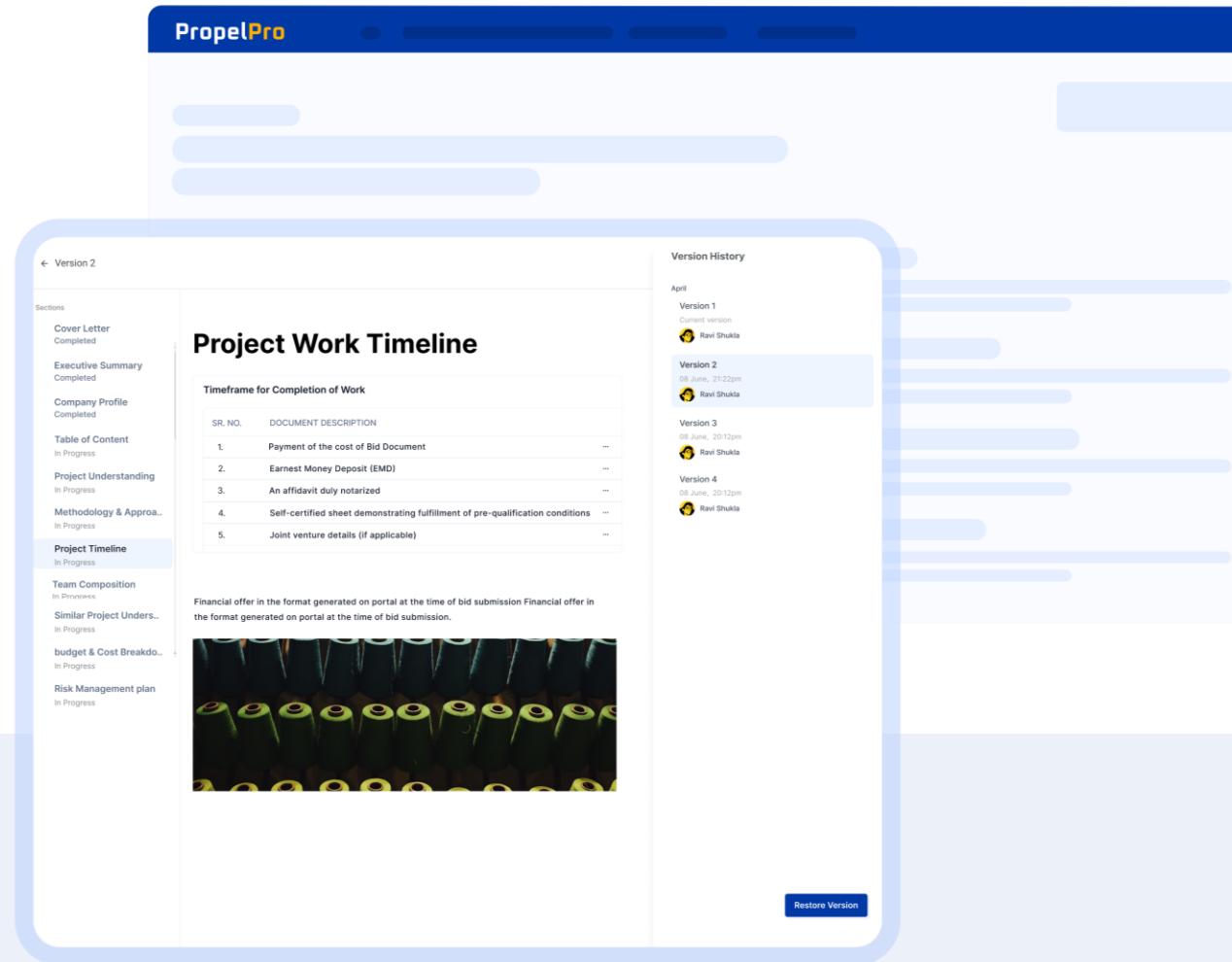
Automatically generate a comprehensive list of documents required for submission. PropelWrite compiles this based on tender requirements—ensuring you never miss a mandatory form, annexure, or attachment during proposal packaging.



# Version History



PropelWrite automatically saves versions as you work, allowing you to view, compare, or restore previous iterations at any time. Never lose progress, and confidently manage changes across your proposal lifecycle.



The screenshot displays the PropelPro software interface. At the top, the title 'PropelPro' is visible. Below it, a large blue button with a white star icon and the text 'Version History' is prominent. The main content area shows a 'Project Work Timeline' with a table of tasks and their descriptions. To the right, a 'Version History' sidebar lists four versions of the document, each with a timestamp and a small profile picture of 'Ravi Shukla'. The versions are: Version 1 (Completed, 08 June, 20:12pm), Version 2 (08 June, 21:22pm), Version 3 (08 June, 20:12pm), and Version 4 (08 June, 20:12pm). A 'Restore Version' button is located at the bottom right of the sidebar.

Project Work Timeline

SR. NO.	DOCUMENT DESCRIPTION
1.	Payment of the cost of Bid Document
2.	Ernest Money Deposit (EMD)
3.	An affidavit duly notarized
4.	Self-certified sheet demonstrating fulfillment of pre-qualification conditions
5.	Joint venture details (if applicable)

Version History

Version	Date	Comment	User
Version 1	08 June, 20:12pm	Completed version	 Ravi Shukla
Version 2	08 June, 21:22pm		 Ravi Shukla
Version 3	08 June, 20:12pm		 Ravi Shukla
Version 4	08 June, 20:12pm		 Ravi Shukla

Restore Version

# DMS Repository



Seamlessly connect with your Document Management System (DMS) to access company documents, credentials, and past submissions. PropelWrite not only pulls approved content directly from your DMS but also identifies reusable sections, suggests similar content from earlier proposals, and learns from past projects to draft smarter and faster. Save time by leveraging your organization's existing knowledge base.

# Customer Testimonials

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“

**Anil Bethu**

Senior Manager of Waste & Water Treatment –

**Thermax**

Video link- [PropelPro Testimonial - Thermax](#)

“

**Sharwari Dhotarkar**

Automation Lead – **Thermax**

Video link- [PropelPro Testimonial - Thermax](#)



**THANK  
YOU**