Tenderlake

Ask TED, Then Ask Again

A re-user's view

Flemming Madsen

Founder and Managing Director, Tenderlake

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Who I am, and what Tenderlake does

Flemming Madsen

Founder and Managing Director, Tenderlake

Tenderlake is a procurement intelligence platform. We reuse public procurement data from TED and national sources to help suppliers find and understand public sector opportunities, markets, competitor and buyers.

Tenderlake Monitor

Opportunity alerts matched to what each customer sells, shared in folders by the whole bid team.

Bid/Tender focused users

Tenderlake Analyst

The whole Tenderlake corpus* inside your AI assistant. Ask a question; get an answer you can act on.

Sales, BD, GTM, Analysts, Policy Makers

Established in 2016.

Customers across EU, UK, Norway, North America

*Our UK/EU Procurement data goes back to 2012.

TED is the backbone. Why add Tenderlake?

TED plus more sources

- TED, plus UK and national publication portals
- Below-threshold and national notices where they are published
- US, Canada and World Bank notices
- It’s spend-data
- One search across all of it

One shape for every notice

- Every source mapped to one schema
- Buyers and suppliers resolved as organisations, not strings
- Versions, corrigenda, awards and modifications linked together
- In the original languages and in English.

Organised around the customer

- Matched to what each customer sells, not to keywords alone
- One product/service description finds all relevant notices, no matter the published language.
- Explains why a notice is relevant.
- Shared folders, alerts and team workflows
- Now: questions answered in your AI assistant

1 Keyword and CPV search You find the notices that contain your words

"Managed SOC" or "Incident Response" or "Protective Monitoring"

Search

EN

Open

Folders

View Alerts / Rules

Notice type(s)

Contract (UK-LV) Contract Notice Pipeline (UK-LV) PreProcurement (UK-LV) Prior Information Notice

Published

18/05/26 - 18/11/26

Not containing

Buyer / Contractor

Reappearing in

CPV Categories

72000000 IT services: consulting, software development, Internet and support 92700000 Cybercafé services

Contract Nature

Performance location

UK UNITED KINGDOM DE Germany/DEUTSCHLAND FR FRANCE SE Sweden/SVERIGE

Exclude locations (Select countries to exclude from search results.)

Search for, and select countries to exclude (optional)

Authority type

Watch this first: video tutorial

Learn about Keyword Search

2 AI Search You find the notices that match what you sell

Product/Service [Managed SOC, protective monitoring and incident response] Update

Title

Managed SOC, protective monitoring and incident response

Destination Folder

[No folder action]

Min Score

5/10

Performance location (Select countries or leave blank to search everywhere.)

UK UNITED KINGDOM DE Germany/DEUTSCHLAND FR FRANCE SE Sweden/SVERIGE

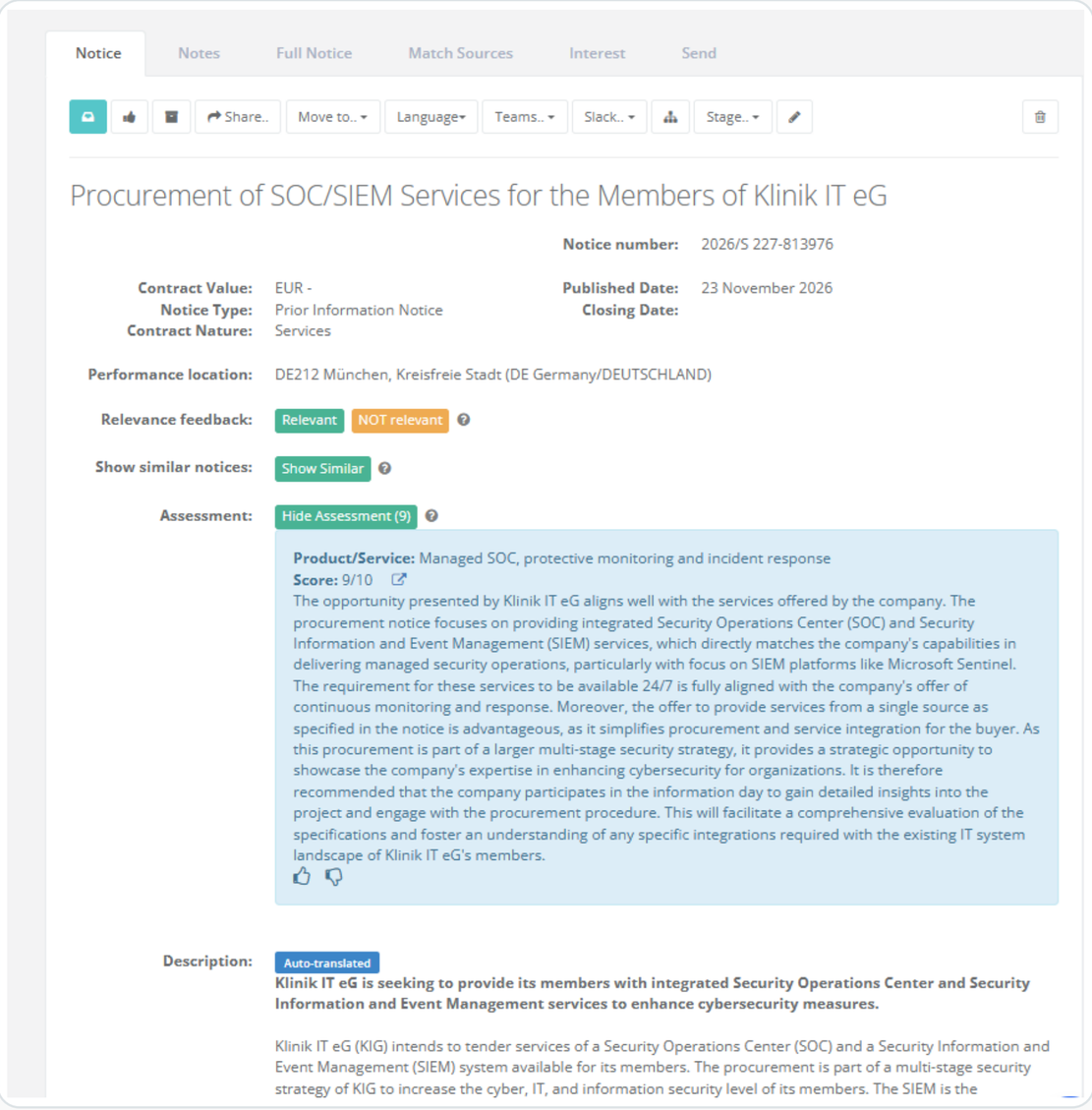
Exclude locations (Select countries to exclude from search results.)

Search for, and select countries to exclude (optional)

Product/Service Description Analyse Description

Managed security operations centre (SOC) services providing 24/7 security monitoring, threat detection and incident response, delivered by UK-based, security-cleared analysts from a dedicated security operations centre. Services include managed detection and response (MDR), extended detection and response (XDR and MXDR) across endpoint, network, identity, email and cloud telemetry, network detection and response, and protective monitoring, either as a full 24/7 service or as out-of-hours cover that supplements an in-house SOC. The service covers deployment, configuration and management of Microsoft Sentinel SIEM, including data connector and log source onboarding, analytics rule and detection engineering, SOAR playbook automation and reporting workbooks, together with managed endpoint detection and response on SentinelOne and Microsoft Defender for Endpoint, including deployment, tuning, policy management, threat hunting and automated containment. A 24/7 cyber helpdesk gives direct access to analysts for alert triage and incident handling. Incident response services include emergency incident response, incident response retainers, incident readiness and response planning, and tabletop and live-range exercises. Service management includes onboarding, alert investigation and escalation, regular reporting on threat activity and control effectiveness, and integration with the buyer's existing IT, security and incident response processes.

2 AI Search Every match is scored and explained



Scored 9/10

Against the managed SOC description on the previous slide.

Explained

Why it fits: 24/7 SOC and SIEM services, Microsoft Sentinel, one supplier for both.

Any language

The German notice is matched and auto-translated. You describe what you sell once, in English (or any other language).

3 Tenderlake Analyst in your AI assistant You are told where to compete, and when

Managed SOC re-tender opportunities

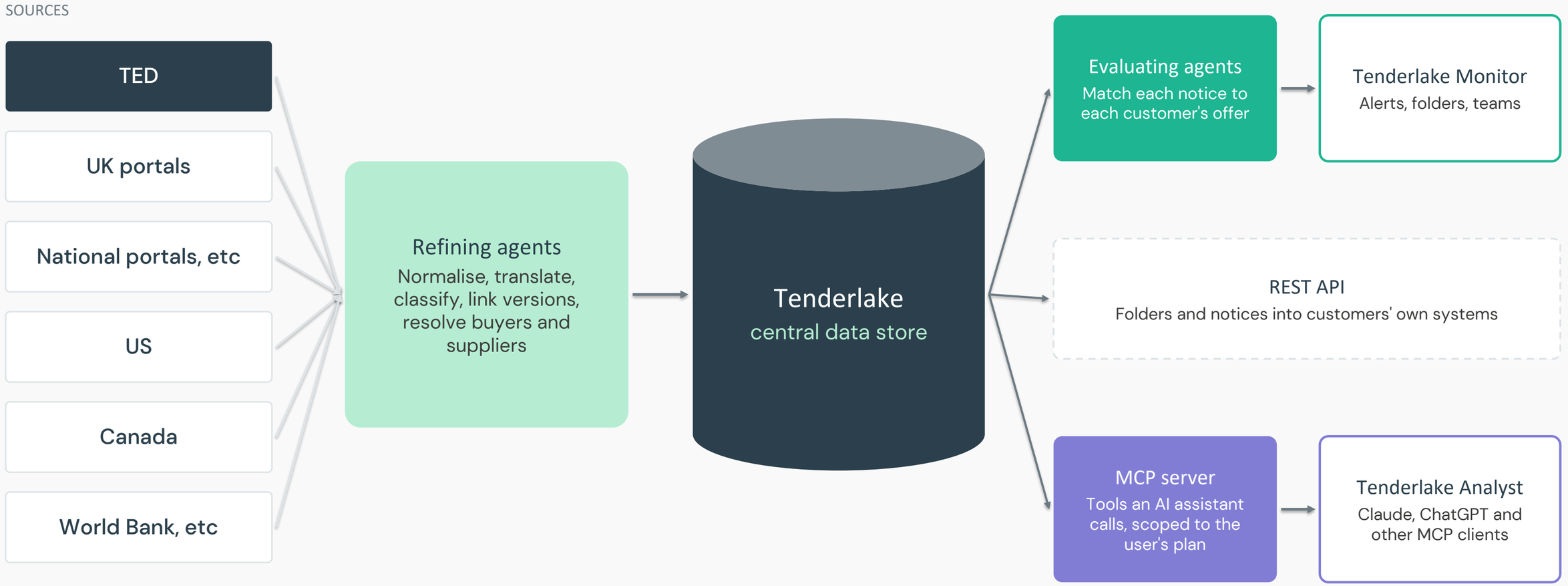
We provide managed SOC, protective monitoring and incident response services. Use Tenderlake for this and look at the last three years in the UK, Germany, France and Sweden. Which public buyers have awarded contracts like ours, who won them, how many bids did each attract, and which contracts end in the next 18 months? Rank the ten best re-tender opportunities for us and say why.

Searching Tenderlake...

Reply...

Tenderlake

How it works


SOURCES
TED
UK portals
National portals, etc
US
Canada
World Bank, etc
Refining agents
Normalise, translate, classify, link versions, resolve buyers and suppliers
Tenderlake
central data store
Evaluating agents
Match each notice to each customer's offer
Tenderlake Monitor
Alerts, folders, teams
REST API
Folders and notices into customers' own systems
MCP server
Tools an AI assistant calls, scoped to the user's plan
Tenderlake Analyst
Claude, ChatGPT and other MCP clients

TENDERLAKE ANALYST

Anyone who can ask a question can now analyse the market

1 Connect

Add the Tenderlake connector in Claude or ChatGPT and sign in with your Tenderlake account. Your administrator grants access per user.

2 Ask

Ask in plain language.. No exports, no SQL.

3 Act

The assistant reasons over the notices Tenderlake returns. Every notice it cites links back to its source.

Coverage follows the customer's plan: UK and Europe, US, Canada. Tenderlake supplies the facts; the assistant does the reasoning.

THE EXAMPLE

Forrester considers an approach to Spain’s Social Security IT directorate

We are Forrester Research (forrester.com). We supply research and advisory services on technology, customer experience and business strategy. We are considering an approach to the Gerencia de Informática de la Seguridad Social (GISS). Use Tenderlake for this and look at the last five years. Brief us on what they have procured in our space and around it, who their suppliers are and which of them we would be up against, what their notices and planning documents say they care about, and identify our possible wedges and routes. Separate what the data shows from what you infer.

The standard approach-brief question, with the company and buyer filled in. The notices are in Spanish; the brief comes back in English.

ASK

QUESTION 1 OF 4

Five years of GISS, in one answer

WHAT THE DATA SHOWS

192 awards, 120 contract notices, 58 prior information notices

- In our space: IT research subscriptions with advisory, won by Gartner España in open procedures in 2021 (€1.0m, ran to Nov 2023) and Dec 2024 (€1.5m against a €2.5m estimate, one renewal possible)
- Around it: strategic advisory (NTT DATA), the Digital Transformation Office (Accenture), agile and process offices. A new €5.5m strategic advisory PIN, Aug 2026
- Up against: Gartner in research; Viewnext, Indra, Babel, Accenture, Inetum and NTT DATA in the wider spend
- What the notices stress: new ICT and information security policies for the digital transformation of Social Security

WHAT IT INFERS

- Wedge: the research contract is competed, not directly awarded. Forrester can bid
- Timing: in 2024 the PIN came in July and the contract notice in September, with 17 days to bid. The next cycle is likely in 2026 or 2027
- Route: Consider selling your service as research input to an integrator bidding for the strategic advisory contract

WHAT THIS LETS YOU DO

Watch for the next GISS research PIN and have the bid ready before it lands.

WHA'T CHANGED

The next question used to be the expensive one

	BEFORE	NOW
Who can ask	Data specialists	Anyone who can type a question
What it takes	Bulk exports, cleaning, translation, matching names	One sentence
How long	Weeks of analyst time	Minutes
How many questions	The ones you budgeted for	The ones the last answer raises

WHAT THIS LETS YOU DO

When the next question is cheap, people ask it. That is where the insight is.

ASK AGAIN | SUPPLIER

QUESTION 2 OF 4

“Who else in Spain buys IT research, and when?”

Buyer	Award value	Winner	Contract end
EJIE, Basque Government IT company	€1.36m	Gartner	Ends June 2027
EITB, Basque public broadcaster (engineering)	€0.60m	Gartner	Ends July 2027
Ministry of Defence, DG Infrastructure	€0.97m	Gartner	Awarded Dec 2025, end not stated
UNED, national distance-learning university	€0.24m	Gartner	Awarded July 2024, end not stated
LANTIK, Bizkaia provincial IT company	€3.47m	Gartner	Re-awarded 16 Nov 2026, ends Nov 2029
GISS	€1.54m	Gartner	Awarded Dec 2024, one renewal possible

None of these award notices states a direct-award ground.

WHAT THIS LETS YOU DO

A dated Spanish pipeline: EJIE and EITB in mid-2027, GISS before that.

ASK AGAIN | BENCHMARK

QUESTION 3 OF 4

“Is IT research competed in other countries?”

Award notices naming a Gartner entity, Nov 2021 to Nov 2026	Award notices	State a direct-award ground
Spain	12	0
Belgium	15	0
Netherlands	25	19
Germany	28	23

Country is where the winning Gartner entity is registered. A procurement can have more than one award notice. No Gartner award notices were found for France.

WHAT THIS LETS YOU DO

Put bid effort where buyers compete: Spain and Belgium first.

One corpus, three audiences

Suppliers

ASK

"Who buys what we sell, from whom, and when does it come up again?"

ACT

Bid or no-bid, partner choice and account plans, with evidence

EU institutions and policy makers

ASK

"How competitive is this market, and how does it differ across member states?"

ACT

Evidence for policy design and monitoring, without a data project

National governments

ASK

"How do our ministries compare with peers in other countries?"

ACT

Benchmarking of buyers, markets and suppliers on demand

Make procurement data a shared public asset

We support

- One rulebook
- A common digital ecosystem with data spaces
- Lifecycle data from the EU marketplace
- A realistic two-year transition

1 API parity

Every public portal and app runs on the same public API re-users get: same data, same timeliness, published service levels, versioning and notice of change.

2 Open reuse in the data spaces

Articles 134 and 135 should give bulk and API access under an open licence, alongside monitoring and enforcement.

3 Public by default

The Regulation, not implementing acts, sets narrow limits on non-public data. Publish every modification, including those under 15%.

4 Documents without signing in

Article 97(1) should mean a direct download from the public summary, with no registration. Faster bid or no-bid decisions, often with AI, mean more and better-targeted bids.

5 A minimum standard below the thresholds

eForms or a simplified equivalent, so SME-sized contracts can be found across borders.

Open, reliable and complete data lets more suppliers compete and public money be spent well.

Everything you just saw runs on open data. Closed or incomplete data means fewer bidders, weaker competition and higher prices.

Thank you

TED has always held the answers. Now everyone can ask.

Catch me in the break, or email me.

Get in touch

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tenderlake.com

Tenderlake