An Example of AI Being Used to Write Bid Content

The following is an example of what can be generated by AI with minimal input from the bidder.

Scenario

A bidder uses AI to construct a bid response on Fair Work First for a tender.

Prompts provided by the bidder in an AI system:

- can you tell me how I can ensure that Scottish Government Fair Work First criteria are written into my bid to work as a catering supplier?
- can you tell me how to add in a reference to the Scottish Government and equality?
- can you help me write the bid?

The AI could produce the following response:

Of course! Here's a draft of your bid incorporating references to the Scottish Government's equality requirements:

Bid: Catering Services with a Commitment to Equality and Fair Work

Introduction: At [Your Company Name], we are dedicated to providing exceptional catering services while upholding the highest standards of equality, diversity, and fair work practices. With a firm commitment to promoting inclusivity and supporting the Scottish Government's equality agenda, we are proud to submit our bid for consideration as your catering supplier.

Our Commitment to Equality: [Your Company Name] recognizes the importance of equality in the workplace and is committed to ensuring that all employees are treated with dignity, respect, and fairness. We align our practices with the principles set forth by the Scottish Government, including those outlined in the Equality Act 2010 and the Fair Work Framework.

Key Features of Our Equality Policies:

1. Inclusive Recruitment: We employ inclusive recruitment practices to ensure that our workforce reflects the diverse communities we serve. We actively encourage applications from individuals of all backgrounds and identities, including those from underrepresented groups.
2. Diversity Training: We provide regular diversity and inclusion training to all employees to foster a culture of understanding, respect, and acceptance. This training covers topics such as unconscious bias, cultural competence, and LGBTQ+ inclusion.
3. Equal Opportunities: We are committed to providing equal opportunities for career development and advancement to all employees, regardless of their background, gender, race, age, sexual orientation, or disability status. Promotion decisions are based solely on merit and performance.
4. Work-Life Balance: We support work-life balance initiatives, such as flexible working arrangements and parental leave policies, to accommodate the diverse needs of our employees and promote their well-being.
5. Accessibility: We strive to ensure that our workplace and facilities are accessible to employees of all abilities. Reasonable accommodations are provided to employees with disabilities to enable their full participation and inclusion in the workplace.
6. Monitoring and Reporting: We regularly monitor and report on our equality performance to identify areas for improvement and track progress over time. We are transparent about our practices and welcome feedback from employees and stakeholders.

Alignment with Scottish Government's Equality Agenda: [Your Company Name] is fully aligned with the Scottish Government's commitment to promoting equality, diversity, and inclusion in the workplace. Our fair work policies reflect the principles outlined in the Scottish Government's equality legislation and initiatives, and we are dedicated to supporting the government's efforts to create a fairer and more inclusive society.

Conclusion: In choosing [Your Company Name] as your catering supplier, you can trust that you are partnering with a company that shares your values and is committed to promoting equality, diversity, and fair work practices. We look forward to the opportunity to work with you and contribute to the success of your organization.

Should you require any further information or clarification, please do not hesitate to contact us.

Sincerely, [Your Name] [Your Position] [Your Company Name] [Contact Information]

While the above provides a reasonable generic response to the Fair Work and Equality aspects of the request, there is no substantive detail as to how the catering company in the example would deliver the service.

This illustrates the fact that bidders should not rely solely on AI to produce a bid. It is always essential that there is human intervention and contribution by bidders prior to submitting their bids.

You should inform bidders that it is their responsibility to check their bid before it is submitted to ensure accuracy and completeness. Proportional due diligence should also be conducted prior to contract award.

As always, you should aim to write your tender documents in a way that will result in clear, tangible, responses from your bidders. This will mitigate against bidders trying to solely use AI generated responses, which tend to be generic and are unlikely to be sufficiently tailored to specific requirements outlined in the ITT.