

Die Wahrheit über Ausschreibungen



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12:08

FLIGHT	STATUS	DESTINATION	DEPARTURE	ARRIVAL
AA 100	ON TIME	NEW YORK	12:00	12:30
DL 200	DELAYED	LOS ANGELES	12:15	12:45
UA 300	ON TIME	CHICAGO	12:30	13:00
SW 400	ON TIME	MIAMI	12:45	13:15
AA 500	ON TIME	DALLAS	13:00	13:30
DL 600	ON TIME	ATLANTA	13:15	13:45
UA 700	ON TIME	PHOENIX	13:30	14:00
SW 800	ON TIME	HOUSTON	13:45	14:15
AA 900	ON TIME	SEATTLE	14:00	14:30
DL 1000	ON TIME	PHOENIX	14:15	14:45
UA 1100	ON TIME	PHOENIX	14:30	15:00
SW 1200	ON TIME	PHOENIX	14:45	15:15
AA 1300	ON TIME	PHOENIX	15:00	15:30
DL 1400	ON TIME	PHOENIX	15:15	15:45
UA 1500	ON TIME	PHOENIX	15:30	16:00
SW 1600	ON TIME	PHOENIX	15:45	16:15
AA 1700	ON TIME	PHOENIX	16:00	16:30
DL 1800	ON TIME	PHOENIX	16:15	16:45
UA 1900	ON TIME	PHOENIX	16:30	17:00
SW 2000	ON TIME	PHOENIX	16:45	17:15
AA 2100	ON TIME	PHOENIX	17:00	17:30
DL 2200	ON TIME	PHOENIX	17:15	17:45
UA 2300	ON TIME	PHOENIX	17:30	18:00
SW 2400	ON TIME	PHOENIX	17:45	18:15
AA 2500	ON TIME	PHOENIX	18:00	18:30
DL 2600	ON TIME	PHOENIX	18:15	18:45
UA 2700	ON TIME	PHOENIX	18:30	19:00
SW 2800	ON TIME	PHOENIX	18:45	19:15
AA 2900	ON TIME	PHOENIX	19:00	19:30
DL 3000	ON TIME	PHOENIX	19:15	19:45
UA 3100	ON TIME	PHOENIX	19:30	20:00
SW 3200	ON TIME	PHOENIX	19:45	20:15
AA 3300	ON TIME	PHOENIX	20:00	20:30
DL 3400	ON TIME	PHOENIX	20:15	20:45
UA 3500	ON TIME	PHOENIX	20:30	21:00
SW 3600	ON TIME	PHOENIX	20:45	21:15
AA 3700	ON TIME	PHOENIX	21:00	21:30
DL 3800	ON TIME	PHOENIX	21:15	21:45
UA 3900	ON TIME	PHOENIX	21:30	22:00
SW 4000	ON TIME	PHOENIX	21:45	22:15
AA 4100	ON TIME	PHOENIX	22:00	22:30
DL 4200	ON TIME	PHOENIX	22:15	22:45
UA 4300	ON TIME	PHOENIX	22:30	23:00
SW 4400	ON TIME	PHOENIX	22:45	23:15
AA 4500	ON TIME	PHOENIX	23:00	23:30
DL 4600	ON TIME	PHOENIX	23:15	23:45
UA 4700	ON TIME	PHOENIX	23:30	24:00
SW 4800	ON TIME	PHOENIX	23:45	24:15
AA 4900	ON TIME	PHOENIX	24:00	24:30
DL 5000	ON TIME	PHOENIX	24:15	24:45
UA 5100	ON TIME	PHOENIX	24:30	25:00
SW 5200	ON TIME	PHOENIX	24:45	25:15
AA 5300	ON TIME	PHOENIX	25:00	25:30
DL 5400	ON TIME	PHOENIX	25:15	25:45
UA 5500	ON TIME	PHOENIX	25:30	26:00
SW 5600	ON TIME	PHOENIX	25:45	26:15
AA 5700	ON TIME	PHOENIX	26:00	26:30
DL 5800	ON TIME	PHOENIX	26:15	26:45
UA 5900	ON TIME	PHOENIX	26:30	27:00
SW 6000	ON TIME	PHOENIX	26:45	27:15
AA 6100	ON TIME	PHOENIX	27:00	27:30
DL 6200	ON TIME	PHOENIX	27:15	27:45
UA 6300	ON TIME	PHOENIX	27:30	28:00
SW 6400	ON TIME	PHOENIX	27:45	28:15
AA 6500	ON TIME	PHOENIX	28:00	28:30
DL 6600	ON TIME	PHOENIX	28:15	28:45
UA 6700	ON TIME	PHOENIX	28:30	29:00
SW 6800	ON TIME	PHOENIX	28:45	29:15
AA 6900	ON TIME	PHOENIX	29:00	29:30
DL 7000	ON TIME	PHOENIX	29:15	29:45
UA 7100	ON TIME	PHOENIX	29:30	30:00
SW 7200	ON TIME	PHOENIX	29:45	30:15
AA 7300	ON TIME	PHOENIX	30:00	30:30
DL 7400	ON TIME	PHOENIX	30:15	30:45
UA 7500	ON TIME	PHOENIX	30:30	31:00
SW 7600	ON TIME	PHOENIX	30:45	31:15
AA 7700	ON TIME	PHOENIX	31:00	31:30
DL 7800	ON TIME	PHOENIX	31:15	31:45
UA 7900	ON TIME	PHOENIX	31:30	32:00
SW 8000	ON TIME	PHOENIX	31:45	32:15
AA 8100	ON TIME	PHOENIX	32:00	32:30
DL 8200	ON TIME	PHOENIX	32:15	32:45
UA 8300	ON TIME	PHOENIX	32:30	33:00
SW 8400	ON TIME	PHOENIX	32:45	33:15
AA 8500	ON TIME	PHOENIX	33:00	33:30
DL 8600	ON TIME	PHOENIX	33:15	33:45
UA 8700	ON TIME	PHOENIX	33:30	34:00
SW 8800	ON TIME	PHOENIX	33:45	34:15
AA 8900	ON TIME	PHOENIX	34:00	34:30
DL 9000	ON TIME	PHOENIX	34:15	34:45
UA 9100	ON TIME	PHOENIX	34:30	35:00
SW 9200	ON TIME	PHOENIX	34:45	35:15
AA 9300	ON TIME	PHOENIX	35:00	35:30
DL 9400	ON TIME	PHOENIX	35:15	35:45
UA 9500	ON TIME	PHOENIX	35:30	36:00
SW 9600	ON TIME	PHOENIX	35:45	36:15
AA 9700	ON TIME	PHOENIX	36:00	36:30
DL 9800	ON TIME	PHOENIX	36:15	36:45
UA 9900	ON TIME	PHOENIX	36:30	37:00
SW 10000	ON TIME	PHOENIX	36:45	37:15

JCDecaux Airport

TO GATE

FAST TRACK



12:08

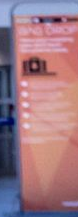
FLIGHT	DESTINATION	STATUS	TIME
AA100	NEW YORK	ON TIME	12:00
DL200	LOS ANGELES	DELAYED	12:15
UA300	CHICAGO	ON TIME	12:30
SW400	MIAMI	ON TIME	12:45
AA500	PHOENIX	ON TIME	13:00
DL600	ATLANTA	ON TIME	13:15
UA700	DENVER	ON TIME	13:30
SW800	PHOENIX	ON TIME	13:45
AA900	PHOENIX	ON TIME	14:00
DL000	ATLANTA	ON TIME	14:15
UA100	DENVER	ON TIME	14:30
SW200	PHOENIX	ON TIME	14:45
AA300	PHOENIX	ON TIME	15:00
DL400	ATLANTA	ON TIME	15:15
UA500	DENVER	ON TIME	15:30
SW600	PHOENIX	ON TIME	15:45
AA700	PHOENIX	ON TIME	16:00
DL800	ATLANTA	ON TIME	16:15
UA900	DENVER	ON TIME	16:30
SW000	PHOENIX	ON TIME	16:45
AA100	PHOENIX	ON TIME	17:00
DL200	ATLANTA	ON TIME	17:15
UA300	DENVER	ON TIME	17:30
SW400	PHOENIX	ON TIME	17:45
AA500	PHOENIX	ON TIME	18:00
DL600	ATLANTA	ON TIME	18:15
UA700	DENVER	ON TIME	18:30
SW800	PHOENIX	ON TIME	18:45
AA900	PHOENIX	ON TIME	19:00
DL000	ATLANTA	ON TIME	19:15
UA100	DENVER	ON TIME	19:30
SW200	PHOENIX	ON TIME	19:45
AA300	PHOENIX	ON TIME	20:00
DL400	ATLANTA	ON TIME	20:15
UA500	DENVER	ON TIME	20:30
SW600	PHOENIX	ON TIME	20:45
AA700	PHOENIX	ON TIME	21:00
DL800	ATLANTA	ON TIME	21:15
UA900	DENVER	ON TIME	21:30
SW000	PHOENIX	ON TIME	21:45
AA100	PHOENIX	ON TIME	22:00
DL200	ATLANTA	ON TIME	22:15
UA300	DENVER	ON TIME	22:30
SW400	PHOENIX	ON TIME	22:45
AA500	PHOENIX	ON TIME	23:00
DL600	ATLANTA	ON TIME	23:15
UA700	DENVER	ON TIME	23:30
SW800	PHOENIX	ON TIME	23:45
AA900	PHOENIX	ON TIME	00:00
DL000	ATLANTA	ON TIME	00:15
UA100	DENVER	ON TIME	00:30
SW200	PHOENIX	ON TIME	00:45
AA300	PHOENIX	ON TIME	01:00
DL400	ATLANTA	ON TIME	01:15
UA500	DENVER	ON TIME	01:30
SW600	PHOENIX	ON TIME	01:45
AA700	PHOENIX	ON TIME	02:00
DL800	ATLANTA	ON TIME	02:15
UA900	DENVER	ON TIME	02:30
SW000	PHOENIX	ON TIME	02:45
AA100	PHOENIX	ON TIME	03:00
DL200	ATLANTA	ON TIME	03:15
UA300	DENVER	ON TIME	03:30
SW400	PHOENIX	ON TIME	03:45
AA500	PHOENIX	ON TIME	04:00
DL600	ATLANTA	ON TIME	04:15
UA700	DENVER	ON TIME	04:30
SW800	PHOENIX	ON TIME	04:45
AA900	PHOENIX	ON TIME	05:00
DL000	ATLANTA	ON TIME	05:15
UA100	DENVER	ON TIME	05:30
SW200	PHOENIX	ON TIME	05:45
AA300	PHOENIX	ON TIME	06:00
DL400	ATLANTA	ON TIME	06:15
UA500	DENVER	ON TIME	06:30
SW600	PHOENIX	ON TIME	06:45
AA700	PHOENIX	ON TIME	07:00
DL800	ATLANTA	ON TIME	07:15
UA900	DENVER	ON TIME	07:30
SW000	PHOENIX	ON TIME	07:45
AA100	PHOENIX	ON TIME	08:00
DL200	ATLANTA	ON TIME	08:15
UA300	DENVER	ON TIME	08:30
SW400	PHOENIX	ON TIME	08:45
AA500	PHOENIX	ON TIME	09:00
DL600	ATLANTA	ON TIME	09:15
UA700	DENVER	ON TIME	09:30
SW800	PHOENIX	ON TIME	09:45
AA900	PHOENIX	ON TIME	10:00
DL000	ATLANTA	ON TIME	10:15
UA100	DENVER	ON TIME	10:30
SW200	PHOENIX	ON TIME	10:45
AA300	PHOENIX	ON TIME	11:00
DL400	ATLANTA	ON TIME	11:15
UA500	DENVER	ON TIME	11:30
SW600	PHOENIX	ON TIME	11:45
AA700	PHOENIX	ON TIME	12:00

#1 Ausschreibungen sind ein exzellenter Vertriebskanal

JCDecaux Airport

TO GATE

FAST TRACK





A man in a dark jacket is looking through binoculars. He is standing in front of a white lighthouse with a black railing. The background is a clear blue sky. The text "#2 Screening ist extrem aufwendig" is overlaid on the image in a white font on a dark grey background.

#2 Screening ist extrem aufwendig

Wie groß ist der Ausschreibungsmarkt in Europa?

Etwa 130 Milliarden Euro pro Jahr in der EU

Etwa 23 Milliarden Euro pro Jahr in Österreich

Ausschreibungsvolumen wachsen stetig!



A person with dark hair, wearing a grey and black striped sweater, is seen from behind, looking at a wall covered in various project documents, diagrams, and photos. The documents include flowcharts, hand-drawn sketches, and printed images. A dark horizontal bar with white text is overlaid across the middle of the image.

**#3 Es geht nicht ohne Prozesse und Delegation -
Teamwork!**

A soccer player in a green uniform is kneeling on a grass field with their head on the ground. The player is positioned in the center of the frame, facing right. The background shows a blurred soccer field with a yellow goalpost and a silver car wheel. A white line is visible on the grass in the foreground.

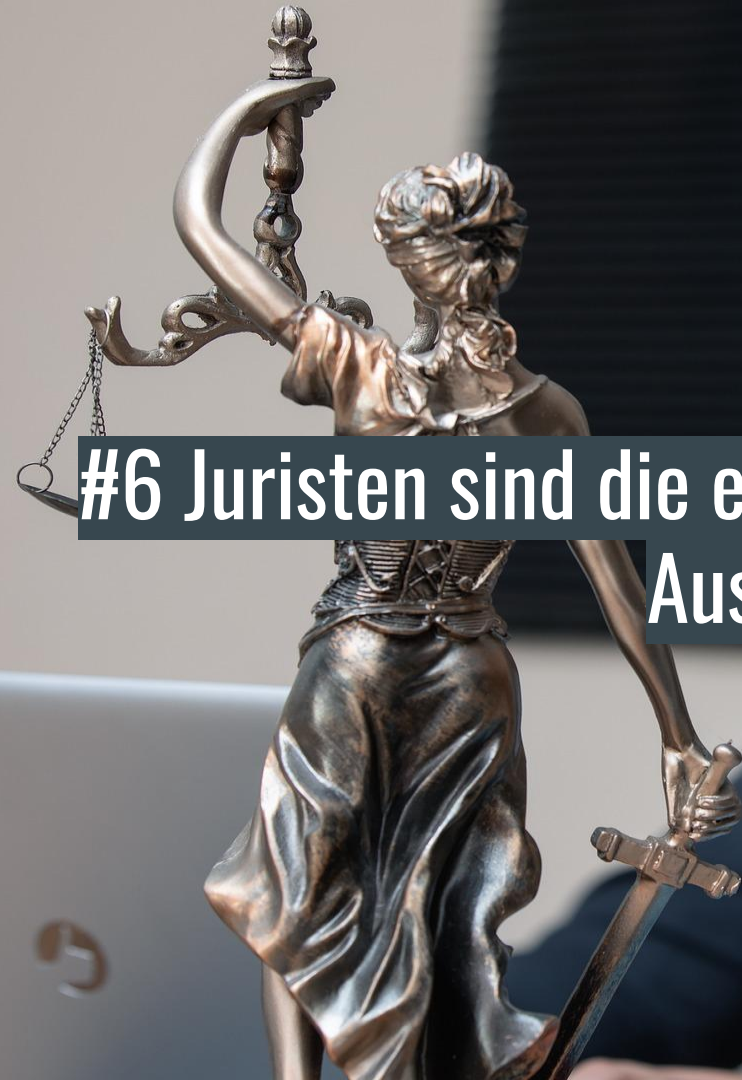
#4 Fail fast is key



A close-up photograph showing a person's hands, wearing a dark, textured jacket, sorting through a large quantity of fresh, vibrant green tea leaves. The leaves are spread out in a large, shallow, woven bamboo tray. The person's hands are positioned to carefully inspect and separate the leaves. The background is slightly blurred, showing a blue plastic basket. The overall scene depicts the traditional process of tea processing.

**#5 Requirement Engineers machen nicht die
Klassifikation!**





#6 Juristen sind die ersten Ansprechpartner beim Ausschreiber







**#7 Bieter optimieren auf das Bewertungssystem,
nicht auf die beste Lösung.**



1

2

3

4

5

6

A high-angle, close-up shot of a red running track. The track is marked with white lane lines and numbers. The numbers 1, 2, 3, 4, 5, and 6 are visible, arranged in a vertical column on the right side of the frame. A dark blue rectangular box is overlaid on the track, containing white text. The track surface has a fine, pebbled texture.

#8 Ausschreiber stehen im Wettbewerb um die besten Unternehmen!



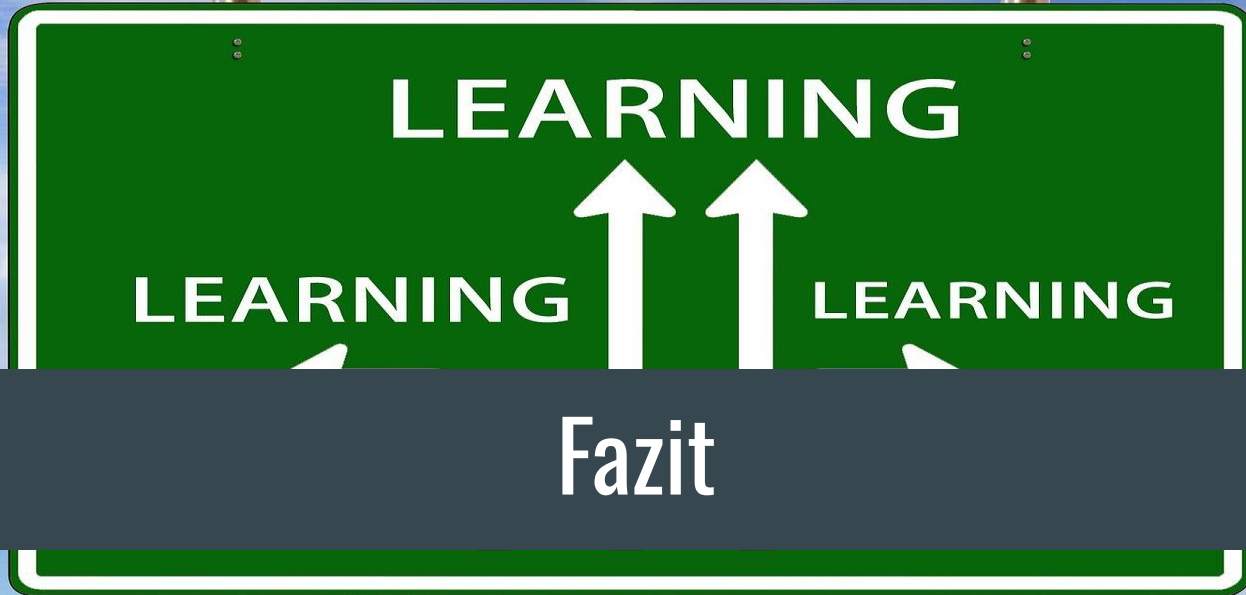


#9 Automation mit AI Klassifikation ist der Schlüssel die “richtigen” Ausschreibungen zu finden



A large satellite dish antenna is the central focus, set against a dramatic sunset sky. The dish is a large, circular structure with a grid-like pattern, mounted on a tall, conical base. The sun is low on the horizon, creating a golden glow and long shadows. The foreground is a flat, grassy field. In the distance, there are rolling hills and a line of trees. A few small figures and structures are visible on the horizon.

#10 LLMs können Semantik gut – aber sie sind abhängig von Signalqualität



Fazit

Für Ausschreiber

Seien Sie achtsam beim Bewertungssystem - das ist die Drop Out Prüfung

Der richtige Partner muss eine Chance haben

Ihre Texte werden von AI analysiert - be ready!

Für Anbieter

Die Anzahl der Ausschreibung und Budgets wird in den nächsten Jahren stark wachsen

Automatisierung ist Pflicht, Knock Out Kriterien prüfen sollte nicht manuell gemacht werden

Fokussieren Sie auf das Verstehen - was braucht der Ausschreiber wirklich

Qualitätssicherung der Abgaben auch Automatisieren!

Verganta

**Unsere Erfahrungen
aus 25 Jahren Ausschreibungen
als Lösung für alle Unternehmen**

AI basiertes Matching von Ausschreibungen zum eigenen Unternehmen

Analyse meines Unternehmens

Automatisiertes lernen und verbessern durch das sammeln von Signalen und Feedback

Verfügbar ab Sommer 2026



- ✗ Zeitungen wälzen
- ✗ 20 Behörden-Portal checken
- ✗ Excel-Chaos



Verganta, finde mir täglich passende Ausschreibungen, die würdig meines Unternehmens sind – und nicht aus Mordor stammen.



<https://verganta.eu>

Contact me!

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Working as a Freelancer? Look out @ <https://opendevs.net/>



Questions
Answers