



Define What Good Looks Like. Then Watch Every Project for It.

Built for manufacturers selling into EPC, prime, civil and specialist subcontractor projects. Write down which contractors and which projects are worth your time, once. From then on Parteloa watches the market for them and tells you while the specification is still open.

6

Questions at signup

4

Frameworks produced

21

Contractor criteria

Free

Full ICP Builder

THE ICP BUILDER

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Your Ideal Profile · contractor build

WHO TO TARGET · ICP

EPC, prime, civil and specialist subcontractors in your sector and region.

WHY THEY SPECIFY · VALUE PROP

The compliance or capability gap they cannot close with the incumbent.

WHEN TO MOVE · IOP

FEED awarded, bid list forming, prequalification open, spec not yet frozen.

WORTH KEEPING · IRP

Repeat specifier with a three year project pipeline, not a single award.

Six Questions. Four Frameworks.

The same six questions, applied to project work. Who to target, why they specify, the timing trigger that means a project is live, and which contractor relationships are still worth having in three years.

PROJECT INTELLIGENCE · READS YOUR IOP

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Marjan Package 4 · Saudi Arabia

Momentum +21

MATCHES YOUR IOP

↑ FEED awarded, EPC bid list forming

Trade press · verified across 2 sources · 1d ago

↑ Vendor prequalification window opened

→ Specification not yet frozen · est. 6 weeks

Watch the Project, Not Just the Firm

Track a project from programme announcement through FEED, bid list and prequalification. You find out while the specification is still open, not when the tender lands on your desk.

CONTRACTOR ASSESSMENT

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78/100

QUALIFIED

21 criteria · five dimensions

Financial Fit 17/20

Project & Sector Fit 18/20

Procurement 15/20

Operational · Compliance 28/40

Qualify on Evidence

Score EPC, prime, civil and specialist subcontractors across 21 criteria in five dimensions: Financial Fit, Project and Sector Fit, Procurement, Operational Fit, and Values and Compliance.

AVL READINESS & SPEC PIPELINE

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AVL Submission Readiness

3 GAPS

✓ ISO 9001 · current

✓ Sector track record evidenced

→ ICV certificate expiring in 60 days

× Local agent agreement not on file

Spec pipeline · Year 3

\$4.6M

Know Before You Submit

An Approved Vendor List readiness check that surfaces the gaps before you send the pack, plus a three-year specification pipeline forecast with your spec win rate and projected Year 3 contract value.

Discovery

Your ICP becomes the search filter for contractors active in your sector and region

Red Flag Detection

Financial instability, competitor conflicts and compliance gaps surfaced automatically

Success Probability

Predicted likelihood the relationship converts into specified revenue

Territory & Coverage

Where you have no contractor relationship at all, with a value on each gap

Strategy Lab

Ranked pursuit decisions weighted by IRP value

CRM Push

Scores and live intelligence into HubSpot, Salesforce, Pipedrive or Monday

Editable Any Time

Change the profile and everything downstream re-reads it

White Label Reports

Export board-ready PDFs under your own company name

Build Your ICP Free. No Card Needed.

Scout plan: full ICP Builder, one assessment and one monitored subject, free forever.

parteloa.com

A Venti Red platform