

化 繁 为 简  
S I M P L I F Y T H E C O M P L E X

赢 标 在 握  
W I N T H E S T A N D A R D



# 智慧投标 · 卫士护航

SMART BIDDING

HALF THE WORK WITH DOUBLE RESULTS

让 前 沿 科 技 走 进 寻 常 生 活

FULL-INTELLIGENCE PARSING ALL-SCENARIO ADAPTATION END-TO-END SERVICE

北京百分数创科技有限公司

梁文春妍

下沉市场调研国内外超70+企业，覆盖400+投标相关工作者：

招标文件繁琐，费人费时费力



◆ 招标文件内容庞杂，结构复杂

通常包含几十至上百页的技术、商务、报价条款，人工筛查费时费力。

◆ 容易因疏忽遗漏导致失分

关键信息难以提取，如评分标准、资质要求、竞标规则等，容易因疏忽遗漏而影响得分。

◆ 标书术语与格式差异，增加理解难度

跨行业、跨领域标书术语不统一，不同项目的格式、标准存在差异，增加理解难度。

投标内容碎片化 数字资源分散



◆ 核心内容依赖主观判断

据400+投标专员采访反馈，现投标文件中的核心内容（如企业业绩、资质证明、团队履历等）往往依赖于人工回忆和主观判断，缺乏系统化、数据驱动的决策支持。这导致信息的不完整性和不一致性，增加了标书编制的时间成本和出错风险，进而影响投标竞争力。

◆ 高投入低产出

投入大量时间和成本准备标书，但最终因报价或资质不匹配而失败，导致资源浪费和投标效率低下。

标书合规性控制不足



◆ 人工审核，易忽略细微关键信息，导致废标，造成一定经济与机会成本

据调研，由于依赖人工审核和手动操作，细微但关键性的失误（如资质文件过期、证件号码填写错误、漏盖公章等）常常发生，导致直接废标，带来无法挽回的经济损失和机会成本。



投标卫士

ProjecX



## PRODUCT INTRODUCTION



## 审核 & 查重



# 找标、读标、写标 一站式全搞定

# 一体机解决方案：企业数据可控、可溯源、可监管

ALL IN ONE SOLUTION



## 投标卫士一体机

整机交付 · 开箱即用

### 一读招标文件

智能语义解析招标文件  
四大视图输出  
自动提取评分点与要素

### 一键生成标书

点对点生成目录  
智能匹配资质材料  
规避响应风险

### 一键调取资源

内置公司知识库  
自动填充常用材料  
高效支撑定制化需求

- ◆ 场景化解决方案 专为高频投标企业设计
- ◆ 一体化部署 + 软硬件集成 + 开箱即用
- ◆ 满足数据合规要求，可离线运行、内网封闭使用

### 搭载推理级GPU

高吞吐、高并发处理能力  
支撑复杂NLP任务  
支持无外网环境下运行  
符合数据安全合规要求

### 微调专用大模型

内嵌语言大模型  
专为投标场景定制微调  
具备跨任务理解与生成能力

### 投标卫士系统

内嵌主控系统  
覆盖全部核心功能环节  
任务引导式UI界面  
零基础用户 易上手





# 用户说: 时间节省率高达 96%+, 节省人力对症下药

BETA TESTING RESULTS



## 81%

人工手写  
VS.  
**投标卫士**

标书编写平均用时由  
3.8小时 - **0.7小时**  
时间节省率81.6%

## 6h

帮助团队释放超6小时/项目  
的**重复性劳动**  
专注于更具战略价值的内容

## 83%

标书合规性错误  
从 12% 降低至 **2%**  
废标风险大幅降低

## 25x

**释放高价值人力**  
投标效率提高25倍以上  
大幅减轻方案人员负担

# 优势与认证：国家力量 + 顶尖高校 + 行业机构

IMPORTANT PARTNERS



## 已与多方行业伙伴建立深度合作，共同推动**新质生产力**在全国范围内的应用

Establish a long-term agreement based on shared resources and a revenue-sharing model

AI AGENT 2025 全球赛  
官方推荐项目

中国联通多省份公司合作AI产品

由常春藤+C9+985顶尖AI团队  
联合研发

中国招标投标协会会员单位

纯自研企业级RAG技术

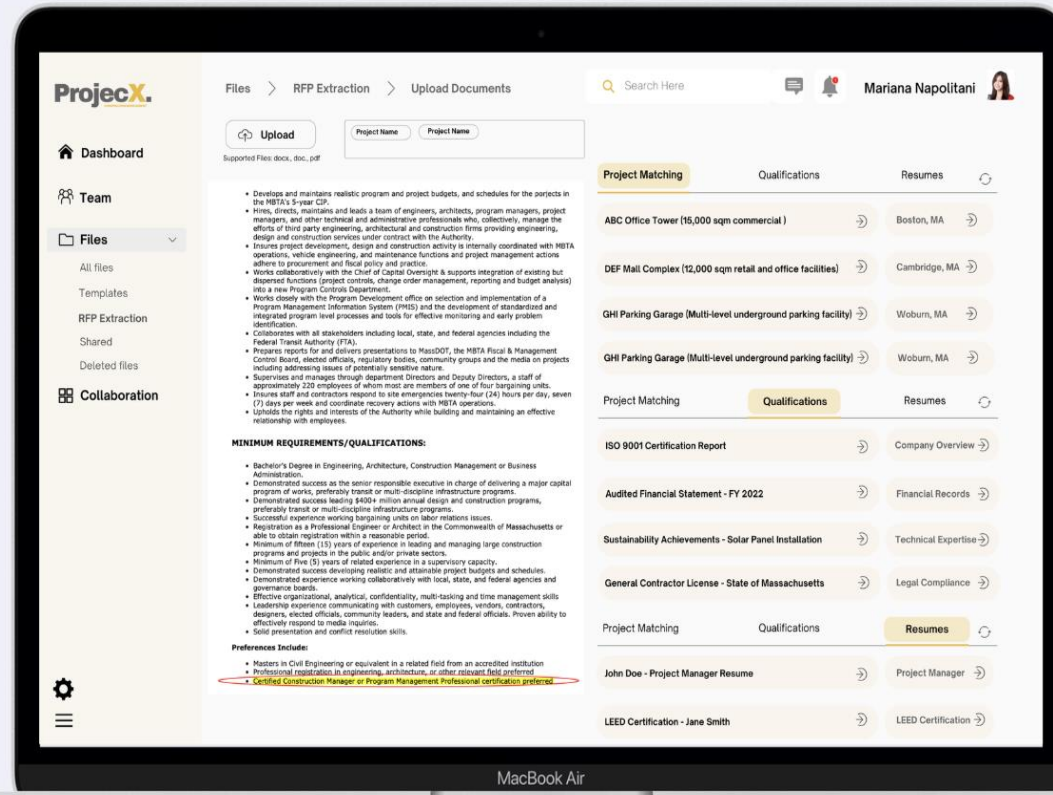
新华网专题报道

技术创新 × 渠道共建 × 行业信任



## Resource Matching: Align Precisely with Requirements

## AI-Powered RFP Extractor: Reduces Man



**ProjecX.**

Files > RFP Extraction > Upload Documents

Search Here

Mariana Napolitani

Upload

Supported Files: docx, doc, pdf

**Project Matching**

Project Matching	Qualifications	Resumes
ABC Office Tower (15,000 sqm commercial)	Boston, MA	
DEF Mail Complex (12,000 sqm retail and office facilities)	Cambridge, MA	
GHI Parking Garage (Multi-level underground parking facility)	Woburn, MA	
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**Project Matching**

Project Matching	Qualifications	Resumes
ISO 9001 Certification Report	Company Overview	
Audited Financial Statement - FY 2022	Financial Records	
Sustainability Achievements - Solar Panel Installation	Technical Expertise	
General Contractor License - State of Massachusetts	Legal Compliance	

**Project Matching**

Project Matching	Qualifications	Resumes
John Doe - Project Manager Resume	Project Manager	
LEED Certification - Jane Smith	LEED Certification	

**MINIMUM REQUIREMENTS/QUALIFICATIONS:**

- Bachelor's Degree in Engineering, Architecture, Construction Management or Business Administration.
- Demonstrated success as the senior responsible executive in charge of delivering a major capital program of works, preferably transit or multi-discipline infrastructure programs.
- Demonstrated success leading \$400+ million annual design and construction programs, preferably transit or multi-discipline infrastructure programs.
- Successful experience working bargaining units on labor relations issues.
- Registration as a Professional Engineer or Architect in the Commonwealth of Massachusetts or able to obtain registration within a reasonable period.
- Minimum of fifteen (15) years of experience in leading and managing large construction programs and projects in the public and/or private sectors.
- Minimum of five (5) years of related experience in a supervisory capacity.
- Demonstrated success developing realistic and attainable project budgets and schedules.
- Demonstrated experience working collaboratively with local, state, and federal agencies and governmental boards.
- Effective organizational, analytical, confidentiality, multi-tasking and time management skills.
- Leadership experience communicating with customers, employees, vendors, contractors, designers, elected officials, community leaders, and state and federal officials. Proven ability to effectively respond to media inquiries.
- Solid presentation and conflict resolution skills.

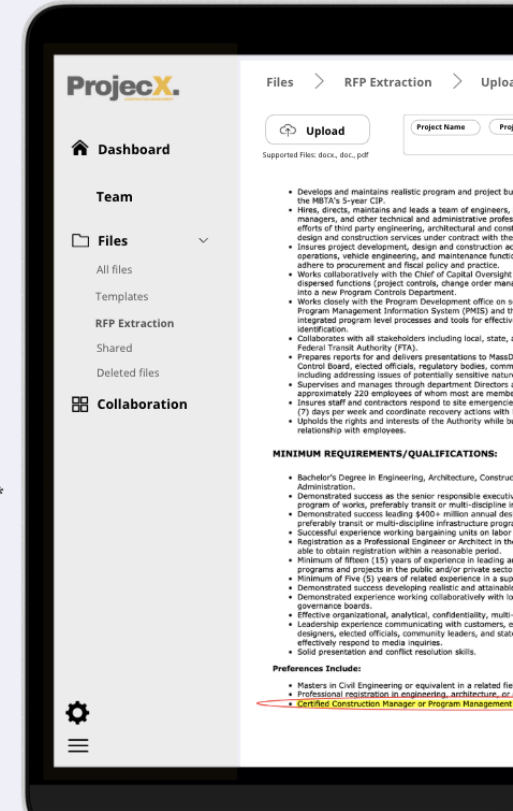
**Preferences Include:**

- Masters in Civil Engineering or equivalent in a related field from an accredited institution
- Professional registration in engineering, architecture, or other relevant field preferred
- Certified Construction Manager or Program Management Professional certification preferred**

65% more revenues with higher response rate\*

Source: Loopio

53% time saved from automation\*



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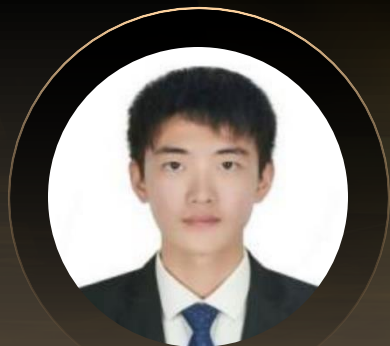
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# 藤校团队 百万融资

THE FOUNDERS



孙健坤，技术总监

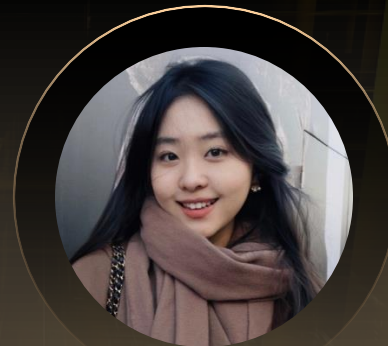
Jake Sun

哥伦比亚大学IEOR硕士 (AI&ML track)

加州伯克利数据科学本科交换生

哈尔滨工业大学 本科

- ◆ 花旗杯金融创新应用大赛全国一等奖
- ◆ 毕马威智能审计系统开发全国第2名
- ◆ 百度AI游戏大模型全国第一名
- ◆ 开发过多款AIGC应用层产品
- ◆ 曾为AI服饰设计ChimerAI算法负责人，开发两个月获得15+B端用户



梁文春妍，创始人

Wen Liang

布朗大学工程学院 (技术创新与创业track) 硕士

哈佛大学商学院 硕士交换生

美国东北大学商学院 本科

- ◆ 凭借此项目荣获布朗大学创新创业大赛一等奖，工程学院创业大赛第一名
- ◆ 全球TOP500建筑公司领导过数十个商业工程项目，项目总价值超 1 亿美元，

全面覆盖标书编制、资源调配及项目执行



BROWN





# 我们的愿景

VISION FOR THE FUTURE

## 引领智能投标革新

成为全国领先的智能投标平台  
推动行业全面数字化转型

## 推动技术平权

通过持续高效智能的解决方案  
提升投标效率与中标率

## 提升企业资源配置效率

持续扩展至全国市场  
助力更多行业实现投标流程的智能化

## 加速产业链数字化协同

与客户共同成长  
始终保持技术领先，创造长期价值





1,000,000

新年贺礼

一体机私有化

¥ 688888

现金券5张

纯软私有化

¥ 288888

现金券10张

混合云私有化

¥ 88888

现金券20张

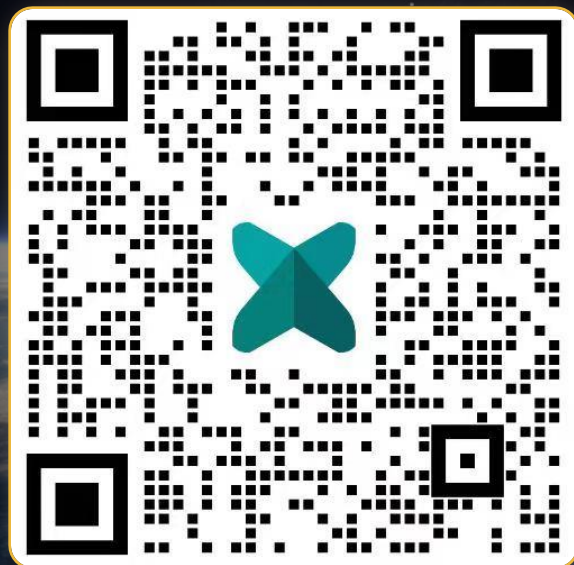
全线产品

¥ 8888

现金券220张



官方公众号



投标卫士官方客服



@ProjectX AI 投标卫士

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