

Major Facilities Management Contract and Increased Capability

CHALLENGE

Our client was in the process of bidding for a major public sector contract with the Post Office and also considering submitting a bid for a major public sector framework agreement with the Crown Commercial Service. Prior to any further progression, the client wished to undergo a 'health-check', i.e. an audit of their procurement documentation and processes to verify whether they were in good shape to produce successful tenders and if it was going to be worth their investment costs to bid for both of these major opportunities.

SOLUTION

We began by reviewing two recent public sector bids submitted by our client and produced a report outlining the strengths of each tender along with relevant areas for improvement.

Findings were presented to the client with key recommendations and an outline plan for the two major contracts they were looking to bid for.

Apsiz provided on and offsite Bid Writing support for their Post Office tender to help provide expertise and knowledge of an area that was lacking internally. Alongside this provision, we also provided a Bid Reviewing service on an ongoing basis using separate resources.

Support was provided for 6 months during the procurement process helping our client to develop the necessary key documents. We also provided ongoing advice and guidance in relation to their engagement with the Contracting Authority .

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Client appointed as preferred bidder for the Post Office tender after scoring top marks. However a decision was made by the Contracting Authority not to award and to retain an in-house helpdesk service.
- ⇒ Advice provided to the client on the major framework agreement was to not proceed with a bid.
- ⇒ Knowledge and process improvements provided by Apsiz enabled the client to focus on their NHS led business.
- ⇒ Since receiving our support, the client has gone on to successfully secure a number of contracts with NHS Trusts.