

Major IT Reseller Retains Significant Government Framework Position

CHALLENGE

Our client had previously secured a place on many Government IT Framework agreements which contributed significantly to their business model. It was imperative that they secure a place on each of the renewed Government Framework Agreements being negotiated over a two year period.

As the tendering process had changed significantly since their last submission they sought additional help to understand how Government would structure its new IT Frameworks tendering documents, how they would expect bidders to respond and how the evaluation process would be undertaken.

SOLUTION

We conducted a full review of the documentation and evaluation criteria focussing particularly on the detailed technical questions which carried a high proportion of marks.

Support was required to structure responses on commercial and contract management, on how the advisory services met the customers needs and evidencing delivery to customers. We worked across the relevant teams to explain these fully.

Our comprehensive review of the bid submission included an independent peer review and evaluation from a member of our team not involved in the project. An indicative evaluation score was provided enabling the bid team to further refine and improve prior to submitting the final bid.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ One of only five suppliers to be awarded a place on all three lots of the Technology Products framework, worth an estimated value of up to £6 billion.
- ⇒ Mitigated the risk of being shut out of significant public sector contracts only conducted via centralised frameworks.
- ⇒ A comprehensive document set was produced facilitating a more efficient process for future public sector tender submissions.
- ⇒ Internal bid team developed an enhanced understanding and their capability for the future.