

Providing Aid in the Submission for a Business Critical Tender

CHALLENGE

Having already successfully passed the PQQ phase, our client required assistance and appointed Apsiz Services Ltd to aid in the bidding process for a public sector tender that represented 13% of their annual turnover.

The contract being awarded would amount to circa 24% of the clients turnover and therefore was of critical importance. With 40 questions (some requiring 1500 words) and 64 supporting attachments, there was a real need to present a response that would fulfil all requirements in a tight deadline.

SOLUTION

Within a tight 3 week time frame, our bid management team provided a rapid review of the tender documentation enabling us to advise the client of the full requirements of the tender and to inform them on what supporting attachments were required.

In order to gain a greater insight into the businesses operations, our team interviewed the client's staff which helped us to produce a detailed work plan to show what information would be included in response to each question.

From this we drafted a comprehensive narrative response to answer each element of the question, providing useful documents to enable them to create new processes and procedures. Our teams deep understanding of the tendering process helped provide assurance on the attachments being developed and the responses being submitted.

RESULTS THAT SPEAK FOR THEMSELVES

- ✓ Work undertaken in 10 working days across a 3 week time frame
- ✓ Advice and guidance provided in relation to the tendering organisation's eSourcing Portal
- ✓ Responses developed for questions covering a range of subjects including:
 - Mobilisation
 - Resource Planning
 - Contract Management
 - Risk Management
 - Cost Management
 - Customer Service
 - Training
 - Supply Chain Management