

Bid Writing and Qualitative Reviews Leading to Framework Appointment

CHALLENGE

Our client was a company that specialised in the optimisation of the customer experience and helping organisations to become more competitive.

The client had previous success within the private sector but wanted to amend their strategy moving forward so that they could secure more work within the public sector.

Apsiz was appointed to provide specialist bid management and advisory services for all future public sector tenders over a two-year period.

SOLUTION

To help the client successfully respond to public sector opportunities aligned to their business, Apsiz provided the following services:

- Bid Preparation and Review Services
- Project Management Services
- Bid Writing Services
- Bid Review and Qualitative Evaluation Assurance Services

This resulted in the client achieving high qualitative marks during the evaluation process on a continued basis, and successfully securing places on public sector framework agreements.

Apsiz also provided legal advice and guidance relating to the Public Contracts Regulations 2015 so the client had a full understanding and detailed information on their rights as bidders along with the recourse options available to them relating to tenders submitted prior to Apsiz's support and involvement.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Client successfully secured places on various public sector framework agreements aligned to their service offering.
- ⇒ Undertook numerous independent qualitative reviews to identify significant improvements required within the client's tenders in order to achieve the highest possible quality score.
- ⇒ Expert advice and guidance provided on the requirements of the Public Contracts Regulations 2015 and the rights and recourse options available to bidders following the award of a contract or framework agreement.
- ⇒ Drafted tenders on the client's behalf to help ease issues relating to capacity, timescales and staff availability within the client.