

Qualitative review and identification of tender response improvements

CHALLENGE

Our client was a company specialising in the delivery of physiotherapy and sports therapy within the North West of England, who was new to the requirements of public sector tendering.

Apsiz was appointed to quality assure two of the client's tender responses prior to their submission, in order to identify areas for improvement, provide guidance regarding suitable enhancements, and ensure that all of the procurement requirements were met, especially those relating to compliance.

SOLUTION

Apsiz undertook an intense one-day review on each tender response to compare the full requirements of the procurement against the content that had been developed by the client for subsequent submission.

Each document included within the tender response was updated by Apsiz to highlight redline enhancements. This included changes made relating to compliance with the requirements of the procurement and evaluation criteria, as well as changes made to ensure consistency and ease of reading and understanding for the evaluation team.

A gap analysis was also undertaken on each tender response to highlight to the client any further content required, along with the different subsequent steps that needed to be followed to ensure a successful and complete submission of both tender responses.

Ongoing advice and support was also provided to the client regarding the types of EU procurement procedures adopted and the eSourcing Portals used.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Quick turnaround time where each detailed review was undertaken in a day, with redline changes and constructive feedback being given to the client immediately upon completion.
- ⇒ Expert advice and guidance provided on the requirements of the Public Contracts Regulations 2015 and the different EU procurement procedures.
- ⇒ Identification of areas for improvement and possible non-compliance to ensure that all requirements are met in full.
- ⇒ Helped the client to maximise their chance of achieving the highest possible qualitative score by ensuring that the most time, effort, and content was developed for the highly weighted questions/subjects.