

Creation of Model ITT Answers to Optimise Chance of Success

CHALLENGE

Our client was a large independent travel and event management company wishing to bid for the largest public sector framework agreement for their services.

Although the client had previously held positions on the framework agreement successfully for many years, they sought expert external support to optimise their chance of continued success resulting from enhancements in the market and changes to the framework agreement, such as a change in the scope of services and reduction in the number of suppliers.

SOLUTION

Apsiz reviewed the full requirements of the procurement and provided the client with expert guidance on the ideal structure and content for each qualitative question to maximise their chance of achieving the highest possible score.

Model answers were then drafted by Apsiz accounting for each requirement of the framework agreement specification, in order to clearly demonstrate the client's ability to provide the required services, along with their experience relating to key elements such as implementation, relationship management, inventory, cost optimisation, and benefits realisation.

Apsiz critically reviewed the client's previous public sector tender submissions and was therefore able to supplement the model answers with evidence to highlight the client's previous experience and organisational set up, thereby confirming their capacity and capability to deliver the requirements.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Expert advice and guidance provided in relation to the full requirements of the procurement.
- ⇒ Detailed overview given regarding the ideal structure and content to maximise the client's chance of achieving the highest possible qualitative score.
- ⇒ Model answers developed which reflect the key requirements of the specification, and highlight the client's capacity, capability, and prior experience to satisfy these in full.
- ⇒ Support provided relating to:
 - Implementation Methodology
 - Communication Processes
 - Collaborative Working
 - Dispute Resolution
 - Savings Opportunities
 - Contract Compliance