

Expert Bid Review Conducted on Tender for a £50m Opportunity

CHALLENGE

Our client was a global company that provides accounts payable audit services and intelligent review processes, enabling them to identify overpayments and reclaim them on their customer's behalf.

The client was bidding for a large opportunity worth £50m who appointed Apsiz to undertake an independent review of the draft responses to the qualitative questions using their team of expert bid management professionals who have previously worked within large public sector purchasing bodies.

SOLUTION

The opportunity related to a framework agreement that was accessible by the whole public sector which was split into seven different lots.

The qualitative element of the evaluation process accounted for 70%, therefore Apsiz reviewed the responses prepared by the client in relation to the technical subjects of data handling, security, statement transaction review, payment error review, and contract compliance.

The Apsiz team has extensive insight and experience gained from evaluating numerous multi-million pound pan-government tenders whilst working within large public sector purchasing bodies.

Using this invaluable knowledge and expertise, Apsiz was able to provide detailed constructive feedback and recommendations on the changes required within the responses to enable the client to achieve higher marks during the qualitative evaluation process.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Same day turnaround of review findings to enable the client to apply the necessary changes to the responses resulting from the constructive feedback and amendment recommendations.
- ⇒ Apsiz apply their technical logic and understanding gained from having worked as procurement and commercial professionals within large public sector purchasing bodies for many years.
- ⇒ Apsiz stimulate a mock evaluation enabling the clear identification of the required improvements in order to maximise the opportunity to achieve maximum marks during the qualitative evaluation.
- ⇒ Client can update their standard bid library to incorporate improvements for future tenders.