

Comprehensive Tender Responses Prepared for Imminent Bid Deadline

CHALLENGE

Our client was a company operating within the healthcare recruitment industry who appointed Apsiz two days prior to the tender submission deadline of a large procurement which involved the recruitment of international healthcare professionals.

Due to the imminent deadline, the client lacked the time and resources to prepare detailed responses to the qualitative questions whilst also being able to manage business as usual activities. Apsiz resolved this by providing an outsourced bid writing service.

SOLUTION

Apsiz collected various information from the client regarding their organisation and service offering. This was combined with the findings of subsequent exploratory teleconferences which enabled Apsiz to gain a full appreciation of the client's strengths and delivery model.

The qualitative element of the tender accounted for 70% of the evaluation process, therefore Apsiz drafted detailed qualitative responses on the client's behalf in relation to technical subjects which included mobilisation, recruitment methodology, training, and relocation support, as well as drafting comprehensive overviews of the activities that would be taken in relation to two requirement scenarios.

These responses were subsequently shared with the client to obtain their approval and confirmation of understanding, prior to the documents being uploaded onto the buyer's eSourcing portal in advance of the tender submission deadline.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Immediate appointment to enable a quick turnaround to accommodate the client's requirements and result in a tender being drafted within two days.
- ⇒ Apsiz provided expert outsourced support to draft the qualitative responses which accounted for 70% of the evaluation process.
- ⇒ Comprehensive responses prepared in relation to two contrasting requirement scenarios which involved information being drafted concerning the recruitment process, training, relocation services, and adjustments to the requirements.
- ⇒ Client lacked the necessary time and resources and was therefore able to quickly outsource their bid writing requirements enabling them to focus on business as usual activities.