

Office Supplier Secures 1st Major Public Sector Framework

CHALLENGE

For over 5 years, our client had been unsuccessful in trying to secure places on major public sector framework agreements and as a result saw business majorly decline in this area. Feedback received for each of the bids submitted confirmed that the tenders were poor within the qualitative evaluation. Frustratingly, the client was securing maximum marks for pricing in the majority of tenders, and therefore wished to address the qualitative issues to turn-around current business revenues in the public sector.

SOLUTION

We began by undertaking a review of 3 of the most recent public sector bids submitted by our client. It was immediately evident that the client was failing to answer the qualitative questions correctly and were not paying full attention to all of the key scoring components in the questions. A full review of our findings was provided to the Account and Bid Management teams, and we began working with the client to improve bid responses and supporting documentation for 2 major forthcoming public sector contracts.

Apsiz provided a full Bid Review service to the client helping them to draft responses for both contracts. This resulted in the client's Bid Team writing the bid, and Apsiz scoring and evaluating the bid in the same way as the Contracting Authority would during the evaluation process.

Following a number of iterations and reviews, Apsiz were able to ensure our client scored optimum marks on the qualitative questions and therefore addressed previous poor / low scoring responses.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Client had been unsuccessful in trying to secure places on major public sector framework agreements for 5 years
- ⇒ Saw business majorly decline as a result.
- ⇒ Apsiz reviewed 3 of the most recent public sector bids submitted by our client.
- ⇒ Client was failing to answer the qualitative questions correctly and were not paying full attention to all of the key scoring components in the questions.
- ⇒ Apsiz helped the client score optimum marks on the qualitative questions in their next tender
- ⇒ Apsiz resolved issues relating to previous poor / low scoring responses.