

TENDERING OUTLOOKS & ATTITUDES

SUMMARY SURVEY RESULTS 2020

72%

THINK TENDERING OPPORTUNITIES WILL INCREASE OR STAY ABOUT THE SAME OVER THE NEXT 6-12 MONTHS

DEMOGRAPHICS:

SECTORS SURVEYED:

-  IT
-  DEFENCE
-  CIVIL
-  MARINE
-  MANUFACTURING
-  FACILITIES MANAGEMENT
-  PROFESSIONAL SERVICES
-  SOCIAL SERVICES

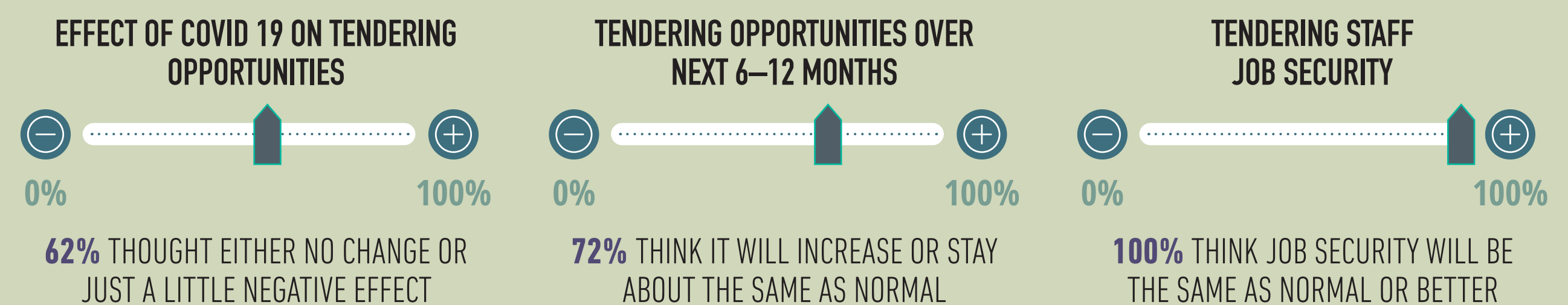
importance
~ of ~
tendering

83% SAY VERY IMPORTANT OR VITAL

Business sizes:



Looking ahead:



Tendering Resourcing Structures

56% USED MIXTURE OF IN-COMPANY AND EXTERNAL SUPPORT

Zero

Rely on 100% External Support

5%

Part-Time In-Company Bid Staff

39%

Dedicated In-Company Bid Staff

56%

Hybrid Model Using In-Company Bid Staff & External Support

TOP THREE:

Market Effects of Covid 19



Government fast-tracking
Stalled tenders
Price & supply chain sensitivity

Current Focus when Tendering



Developing better client relationships
Reconfiguring offers to new price points
Formalisation of BD activities & better sales communication across regions

Competencies that are Helping



Using insights to deliver client cost savings
Brand trust doing some of the heavy lifting
Positive can-do attitude of bid teams

Competencies to Work On



Upstream client relationships & trust building
Ability to clearly articulate value
More efficient bidding processes