



BID SMARTER

Organisations that tender regularly know how much time and effort goes into producing a winning tender submission. Because of this, it pays to give yourself the best chance of success.

Our range of live bid support services are designed to do exactly that.

Although our engagement will depend on your specific needs, the following services are available to help give your bid the winning edge.

- » **PRE-BID POSITIONING:** Setting your company up for tendering success through targeted positioning (capture) and practical gearing-up activities — prior to a bid being released to market
- » **BID/NO-BID DECISIONS:** Applying a rigorous decision framework to help you decide which opportunities are worth investing in
- » **STRATEGY SUPPORT:** Using practical methodologies to develop win themes and content strategies that clearly articulate your story to win — before the writing starts
- » **BID MANAGEMENT:** Planning, prioritising and coordinating inputs and activities to ensure your tendering process is as stress-free as possible
- » **RESPONSE DEVELOPMENT:** Providing direct tender writing and design services to ensure you submit a highly readable, client-centric and compelling proposal
- » **POST-SUBMISSION PRESENTATIONS:** Helping align your presentations to your submission win themes and building evaluator trust that you are the right choice
- » **SURGE SUPPORT:** Supplementing your existing bid teams with experienced staff who can hit the ground running

Through choosing to engage specialist tendering support, you'll improve your likelihood of success, while also learning industry best practice based on guidance from the Association of Proposal Management Professionals (APMP).

IT'S NEVER TOO EARLY TO START

If you're facing a must-win tender and are serious about improving your chances, we'd love to talk. The earlier you speak to us, the more we can optimise our support to meet your specific needs.

CONTACT BIDWRITE FOR MORE INFORMATION

 1800 BIDWRITE (1800 243 974)

 bidwrite.com.au

 bidwrite@bidwrite.com.au

 [linkedin.com/company/bid-write/](https://www.linkedin.com/company/bid-write/)

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