

Understand your financial capacity to deliver tendered contracts



To win a tendered contract, it's not enough that your offer provides the best value-for-money solution in the eyes of your buyer. You'll also have to **prove that you have the financial capacity to deliver on your promises during the contract period.**

Buyers are sophisticated and generally risk averse. They often use independent third parties to conduct detailed financial analyses of shortlisted suppliers – before they make a final decision on who to award the contract to.

Knowing this, you have two choices ...

1 Reactively wait for shortlisting and hope that your financial capacity measures up.



OR

2 Proactively understand and manage how your finances present to buyers.



What do your finances look like from a buyer perspective?

In partnership, BidWrite and CreditSource have developed a unique opportunity for you to:

1. **Understand** what buyers are looking for
2. **Learn** how you stack up
3. **Compare** your organisation to key competitors and your wider industry
4. **Identify** what you can do to improve your position

What form does this take?

Delivered by CreditSource, this two-part offer comprises:

A detailed **Financial Risk and Capacity Assessment Report** covering:

- ✓ An explanation of your performance in key financial areas
- ✓ Historical performance trends
- ✓ How your performance compares to acceptable financial parameter thresholds
- ✓ Target contract values your performance justifies



A **45-minute consultation** with a senior CreditSource consultant including:

- ✓ An explanation of what good financials look like
- ✓ An overview of your financial capability – as interpreted by a buyer's representative
- ✓ A comparison to your key competitors and wider industry metrics
- ✓ Your ideal target contract value range
- ✓ Identification of improvement areas
- ✓ Recommendations for improvement
- ✓ The opportunity to ask any questions

When should you conduct this investigation?

While you may think it is best to do this at the time of bidding, this leaves very little time to adjust if needed. The best option is to be proactive and understand how your finances present and are interpreted, well before they are requested.



How much does it cost?

AU\$1725.00 + GST

Includes your Financial Risk and Capacity Assessment Report and a 45-minute CreditSource Consultation



Don't fall at the final hurdle ...

If you're serious about winning tendered contracts, you don't want to get caught out at the shortlisting stage. This service gives you the knowledge and opportunity to **act early** to present your finances in the best possible light and avoid the heartbreaking cost of getting it wrong.



How to book your report and consultation?

Place your order by completing the form on the BidWrite site linked below. CreditSource will then:

1. **Contact you directly**
2. **Provide standard T&Cs for you to sign**
3. **Compile your report and schedule a suitable follow-up consultation time.**


* Please note that Credit Source will invoice you directly.



[Book Now](#)

 **bidwrite**

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