

Bid Tools

A proven set of tools designed to standardise your bid management process and improve bid performance



“The qualification tool alone, convinced me.”

- Steve Riley, Totally PLC

We are proud to support our corporate, third sector and SME clients who include:





What is Bid Tools?:

Bid Tools provides a range of commonly used business development tools that help you choose the right bids and create high-quality, winning, tenders. Simply subscribe for access to the full range of tools and start downloading today. This range of tools has been designed by business development experts for businesses like yours to improve the efficiency and increase the quality of your tenders.

The tools have been developed by experienced Business Development Consultants supporting clients win over £4bn worth of public sector business in health and social care, construction, printing, IT and pharmaceuticals. They cover all activities from opportunity identification, pre-bid analysis, customer engagement, partnership development through to bid production and submission.

The tools that make up Bid Tools are reviewed every six months and refreshed or updated to improve their effectiveness. New tools will be added each year to expand the range and increase value for your business.

About Contracts Advance & Bid Tools:

Our range of tools will:

- Save you development time and ensure the bid team remain focused on winning the bid
- Enable you to avoid mistakes and access good practice as each tool has been developed from over 20 years' experience and is proven in public sector procurement
- Save years of work by creating a bid library and Standard Operating Procedures instantly
- Improve your win rate by increasing organisational knowledge of business development and procurement through shared learning



The Package:

Access to the Bid Tools page gives you:

- Updated content at least every six months
- New tools each year that have been tested in real bids
- Access to client care and support
- Export friendly data
- Additional training can be added to the package to tailor each tool to your organisation and further improve their effectiveness

Who Will Benefit:

Bid Tools is for all business development professionals and will help with bidding, growth and planning including:

- Managing Directors and the Board
- Sales Directors
- Business Development Managers
- Bid Managers
- Bid Administrators
- Wider Bid Team (e.g. Finance, HR and IT Professionals providing content)



The Content:

Our tools cover the entire bid management process and includes:

- Opportunity qualification tool
- Pipeline development tool
- Kick-off meeting agenda
- Question manager
- Pre-bid intelligence plan
- Bid strategy
- Win Themes summary
- Value proposition summary
- Business development dashboard
- Tender scoring analysis tool
- Question template
- Affordability summary model
- Content sign off email
- Sweet-spot data sheet and analysis
- Basic slide deck
- Mobilisation plan
- Mobilisation action plan
- Bid project plan
- Risk register
- Contract portfolio
- SWOT analysis
- PESTLE analysis
- Porter's five forces analysis
- Diversification analysis
- Strategy canvass
- VRIO analysis
- Competitor analysis
- Customer analysis
- Place based care principles
- Bid team debrief



Bid Tools: Example Of The Qualification Tool

Name of Tender		
Value of Tender		
Is this a tender for: <ul style="list-style-type: none">• A framework for AQP• A placement• Multiple placements• A block contracts• A cost/volume contract (tariff)		
Is this a lead or sub-contract opportunity?		
Criteria	Yes	No
Does the opportunity fit with our strategic priorities? <ul style="list-style-type: none">• E.g. retaining market share• In a region we already operate• Expanding		
Does the opportunity fit with local/regional/divisional priorities? <ul style="list-style-type: none">• [Insert if relevant]• [Insert if relevant]• [Insert if relevant]		
Is this for an existing product or service? <ul style="list-style-type: none">• [Insert your service/product list]• [Insert your service/product list]• [Insert your service/product list]		
If not please outline your reasons supported by a financial case		
Is there any opportunity cost from winning this contract?		



Next Steps:

On signing up you will receive a call from our Client Care Team:

- To build a profile for your pipeline visibility requirements for Contracts Advance
- To run through your Bid Tools account and how to use the range of tools
- For both services you will be provided with the same, secure, unique username and password

...you are ready to go!