

Contracts Advance Bid Clinic

How important is it to qualify a bid & what does this entail?



Lee Hasell & Matt Mitchell

23rd April 2020

Agenda



Introduction & Housekeeping

Lee Hasell & Matt Mitchell

Why is qualifying so important?

How to qualify

How to qualify: Process

What the output of qualification should tell you

Closing remarks

Summary & Final Questions

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Introduction & Housekeeping



A discussion webinar



Audience participation



Our insights and experience



Lee Hasell & Matt Mitchell



Lee is our Managing Partner here at Contracts Advance. He manages our Advisory team, and as an experienced senior executive, he's gathered a wealth of knowledge and expertise over the years. Having been both CEO and Director of Business Development for a large blue-chip provider, Lee continues to play an active role within the public sector by providing advice to clients on strategy and bidding.



Matt has over 20 years of bidding experience with considerable operational expertise in corporate and clinical services. Matt has supported CAA and our clients to project manage a multitude of bids in industries ranging from; defence, healthcare, print, and many more. Matt has strong interpersonal skills and is a hugely motivational senior manager who works well under pressure and when managing multiple workstreams.

Why is qualifying so important?



Improve win-rate



Resource & capacity

- This will save you money!



Governance



Why is qualifying so important?



How to qualify

Categories



General

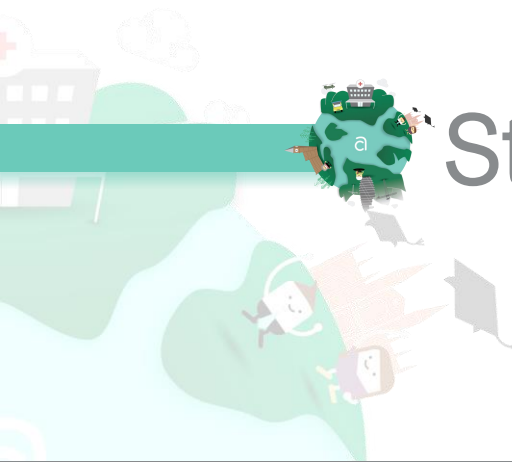


Capacity & resource



Strategy

- Does the bid fit your strategy?
- Is the bid on your pipeline?



How to qualify

Categories



Customer relationships

- See Stage 1 CAA 7 stage bid process
- Local adaptations required



Competitors



Finance



How to qualify: Process



Based on point scoring system



Weighting



Qualification call



Sign-off's



Mid-bid review (stage 5)

This should not be done in isolation!



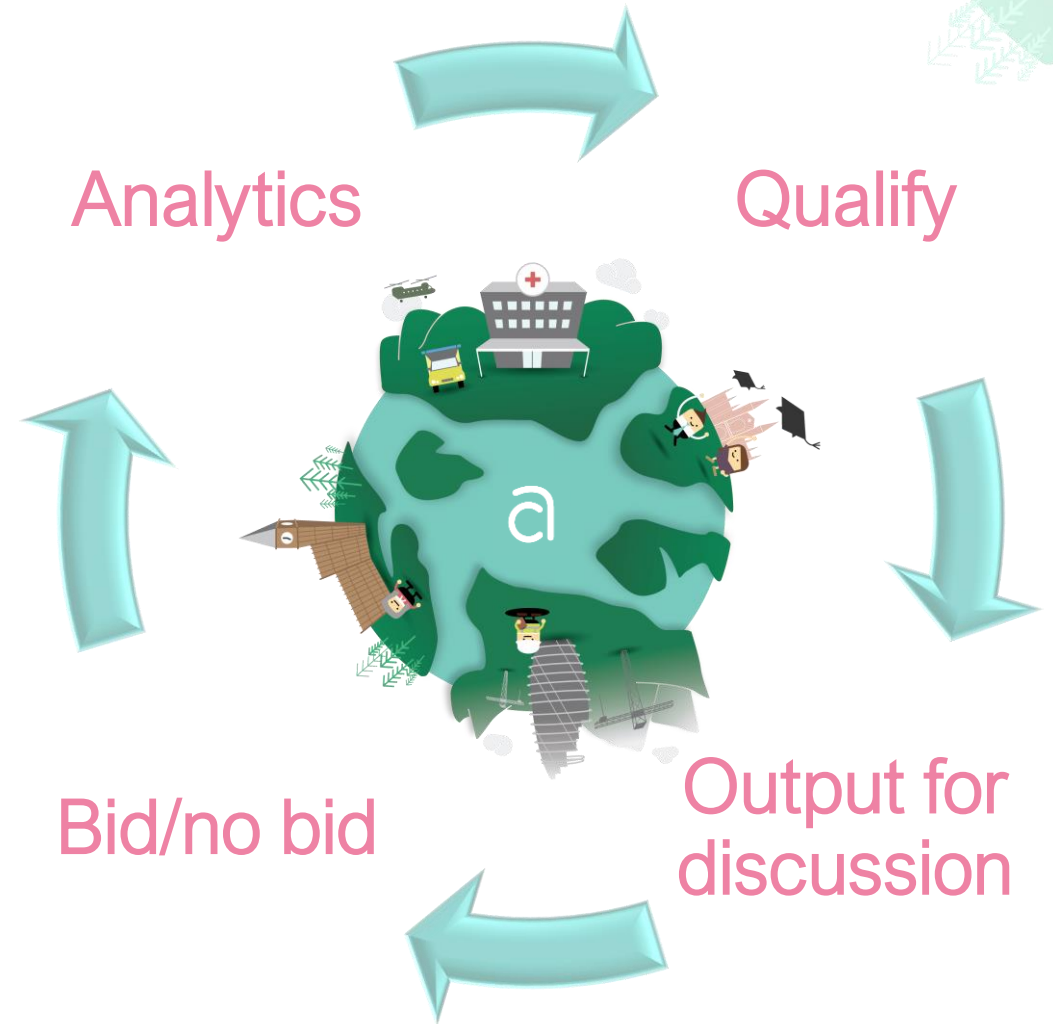
What the output of qualification should tell you



Should generate a discussion



Should not dictate the decision



Closing remarks



Increased win rate



Reduced costs



Everybody's happy!





Summary & Final Questions

<https://contractsadvance.co.uk/resources/webinars/>

