

Contracts Advance Bid Clinic

What should bidding teams be doing throughout these unprecedented times?



Lee Hasell & Matt Mitchell

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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.

How furlough impacts upon this



Seek your own legal advice



Working on the premise, if furloughed, you're not doing any work for your employer



Research and training

- Like watching this webinar!



What to do if tenders that are on your pipeline are still being published



If you're working, bid them! (& prepare for them)

- Qualify (e.g. internal resource/capacity?)
- Re-bids and remaining competitive
- CAA internal data analysis – that we can share on request



If you're not bidding & your competition are



Present your case to deliver the above

- To come-off furlough (your choice)



CAA pre-bid checklist

- CAA Capture plan

What to do if there are no bids



Pipeline

- Direct award



Bid process review

- CAA 7 stage process



Bid knowledge library review

- Structure and relevance



What to do if there are no bids



Bid review

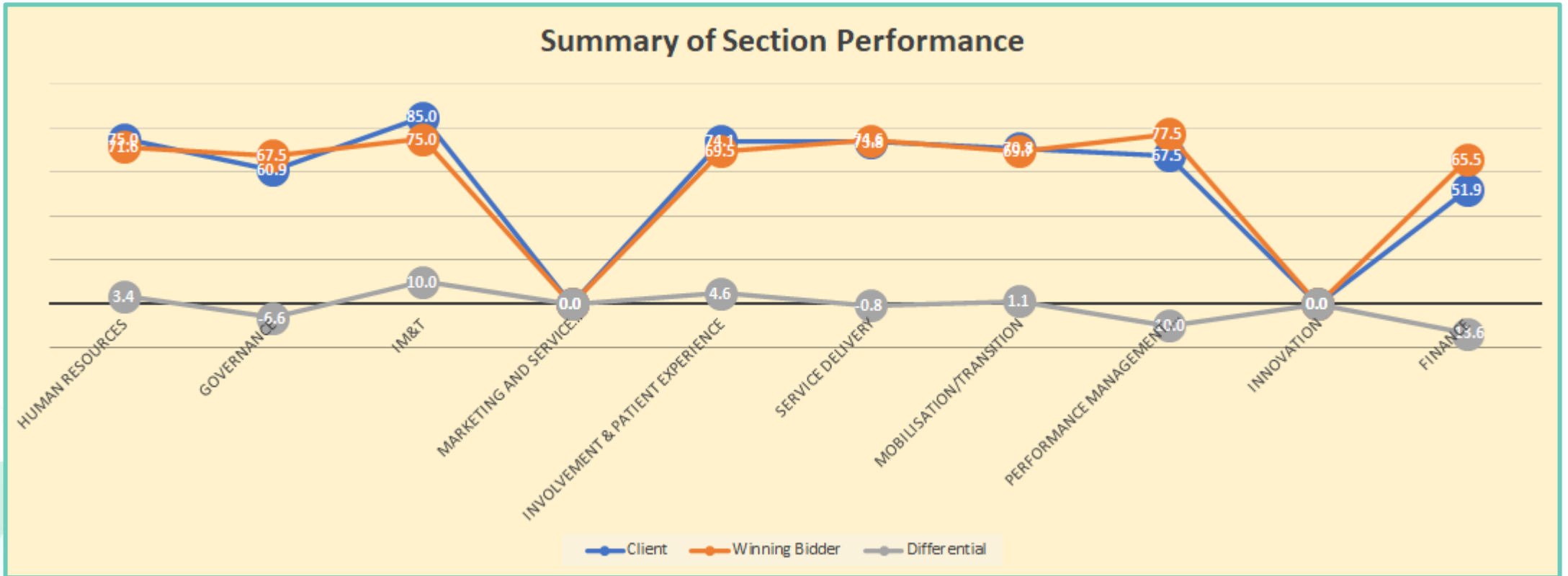
- CAA 5 point plan



Analytics

- Customer feedback & data

What to do if there are no bids



What to do if there are no bids



Business strategy & market positioning

- Your position
- The market
- Competitors



Summary & Final Questions

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

