

Contracts Advance Bid Clinic

Lock Down Exit (LOXIT) Preparation



Lee Hasell & Matt Mitchell

28th May 2020

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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.



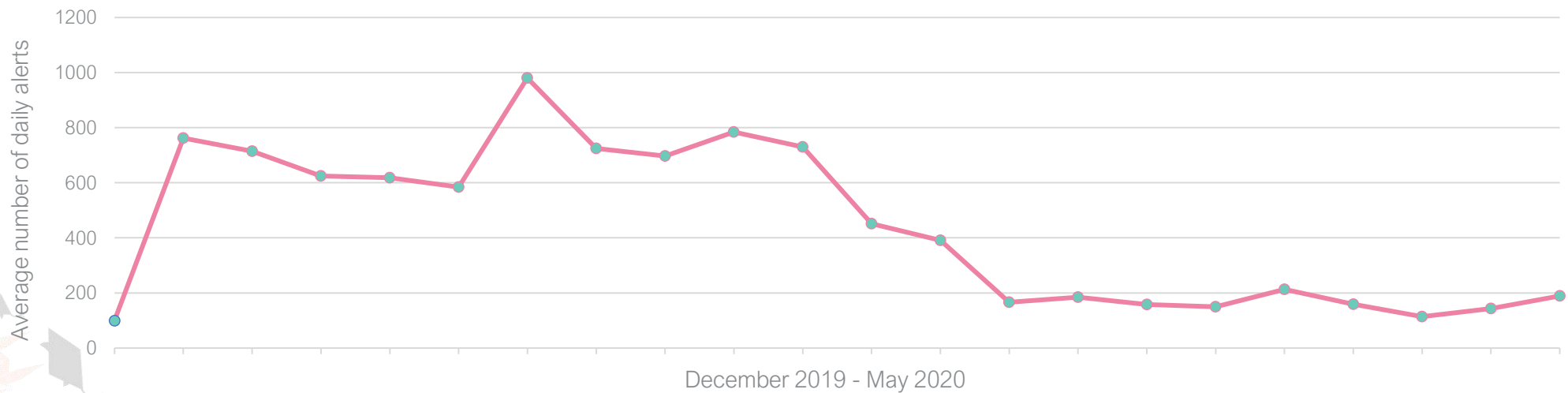
Matt has over 20 years of bidding experience with considerable operational expertise in corporate and clinical services. Matt has supported CAA and our clients to project manage a multitude of bids in industries ranging from; defence, healthcare, print, and many more. Matt has strong interpersonal skills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

Bidding demand over the coming months



Number of bids published – back to normality quickly

Number of Alerts Average Day

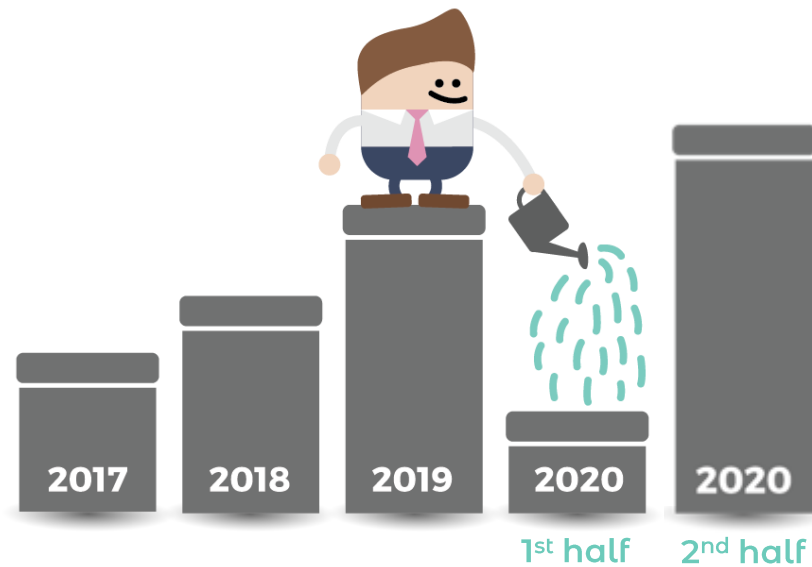


The preparation and managing of demand



Pipeline

- Poll: Who has a pipeline?



The preparation and managing of demand



Customer relationships

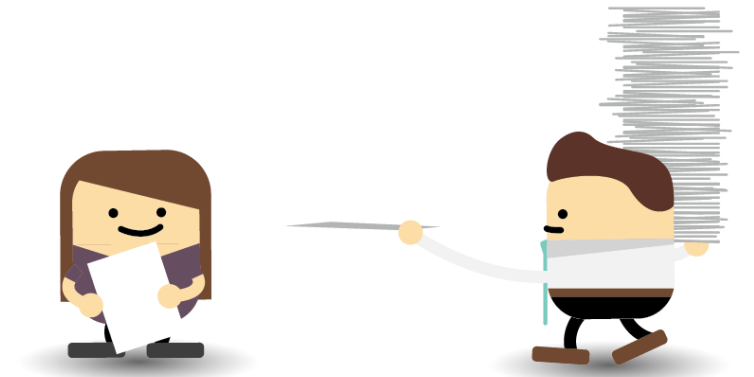
- Poll: Whose spoke to customers over the last 2 months?
- Poll: Whose planning to speak with customers over the next 4 weeks?

The preparation and managing of demand



Capacity Planning

- Do we have capacity ready for Loxit?
- Internal (diaries, work-load, furlough)
- External (CA – new Advisory product!)





Summary & Final Questions

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



Where did you hear about our webinars?