

Contracts Advance Bid Clinic

The importance of starting a bid as early within the process, as is possible!



Lee Hasell & Matt Mitchell

19th November 2020

Agenda



Introduction & Housekeeping

Slide

3

Lee Hasell & Matt Mitchell

4

Why are you leaving bids to the last minute?

5

Solutions: Part 1

6

Solutions: Part 2

7

Risks of starting bids late

8

Summary & final questions

9

Introduction & Housekeeping



A discussion webinar



Audience participation



Our insights and experience



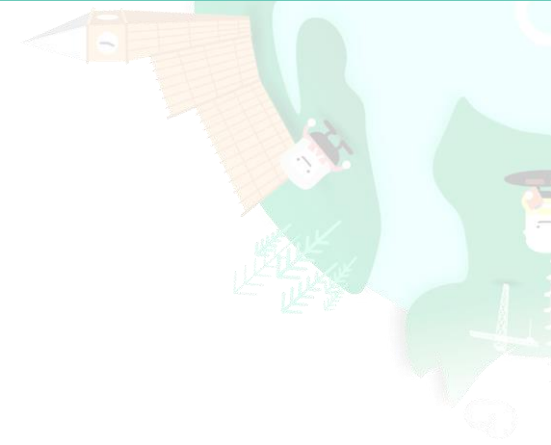
Lee Hasell & Matt Mitchell



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 are you leaving bids to the last minute?



Solutions: Part 1



Stage 1 CA 7 Stage Bid Process: Pre-bid Activity

- Advanced visibility e.g. visibility of bid material & platform
- Customer engagement
- Pipeline

Solutions: Part 2



Stage 2 CA 7 Stage Bid Process: Bid 'Kick Off & Strategy' Session

- The importance of the session
- Downloading the documents on Day 1
- Holding the session within 1-3 days of the bid going live

Risks of starting bids late



Low win rate (loss of competitive advantage and reputation)



Low ROI



High stress levels



High uncertainty



Summary & Final Questions

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

