

Contracts Advance Bid Clinic





Burning Bid Questions!



Lee Hasell & Matt Mitchell

Thursday 29th April 2021

Agenda

	Introduction & Housekeeping	3
	Lee Hasell & Matt Mitchell	4
	Your Burning Bid Questions!	5
	Summary & final questions	6



Introduction & Housekeeping



A discussion webinar



Audience participation



Our insights and experience



Lee Hasell & Matt Mitchell

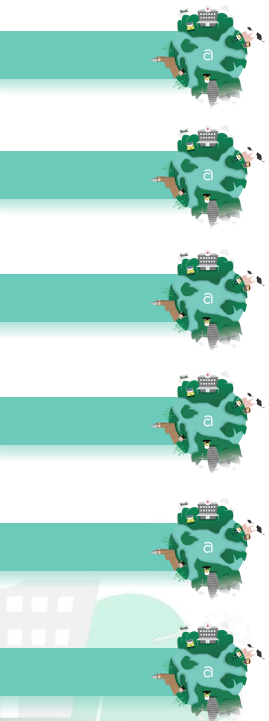


Lee is our Managing Partner here at Contracts Advance. He manages our Advisory team, and as an experienced senior executive, he's gathered a wealth of knowledge and expertise over the years. Having been both CEO and Director of Business Development for a large blue-chip provider, Lee continues to play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



Matt has over 25 years of bidding experience with considerable managerial expertise in corporate and operational services. Matt has supported CA and our clients to project manage a multitude of bids in industries ranging from; defence, healthcare, print, FM and many more. Matt has previously held a number of senior roles including Director of Development and is the Lead Consultant at CA.

Your Burning Bid Questions!



What defines a good client relationship?

How do I get organisational buy-in to support the bid process?

How do you build and maintain an effective bid library?

What is required in a social value response?

How do I get better feedback on an unsuccessful submission?

When is the appropriate time to try and negotiate contract terms and conditions?



Summary & Final Questions

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

