

Contracts Advance Bid Clinic










Are you Bid Ready?



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 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.

Bid strategy versus bid pipeline

Does your bid strategy and pipeline marry up?

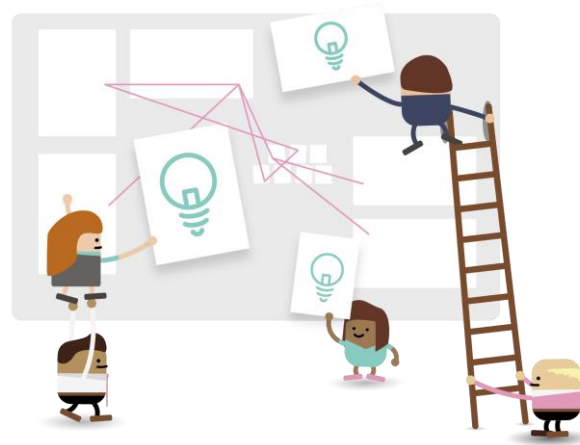
- Must include win rate
- Ensure you have the right people looking at the pipeline



How Pre-bid activity supports Bid Readiness

Pre-bid activity should determine the strategy to win the bid

- Competitor analysis and performance
- Client requirements and relationship



A summary of the Green Paper on Public Procurement and bid readiness implications



Your existing performance



New style of procurement e.g. negotiation



Knowledge libraries and supporting collateral



Previous bid documentation (FOI)



Your previous winning content



Policies and processes



Matching capacity, skills and knowledge to bid strategy



Resource versus pipeline



Skillset versus pipeline



Mobilisation

Have you thought about mobilisation at bid stage?





Summary & Final Questions

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

