

Contracts Advance Bid Clinic





Burning bid questions - Part 2!

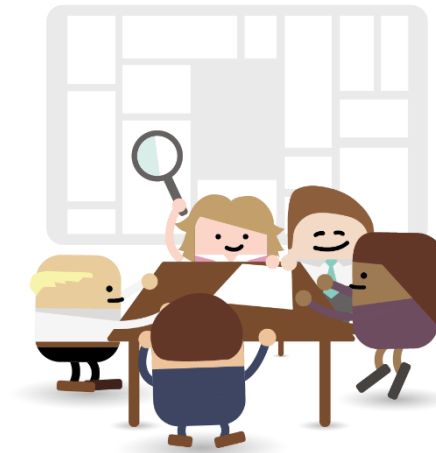


Lee Hasell & Matt Mitchell

Thursday 10th June 2021

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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.

Burning bid questions - Part 2!



Procurement Policy Note 06/21: Taking account of Carbon Reduction Plans in the procurement of major government contracts



One-man band/small team – where do I start?

- Vocalise the importance of a bid team!
- Identify where your strengths are in terms of Writing and PM



Is win-rate the only indicator we should be looking at to measure our success?



Summary & Final Questions

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

