

TOP TIPS – for tendering success!

1	Strategy	Is tendering the right thing for your business. If so, what markets will you focus on.
2	Portals	Don't miss out! Register on to the main portals for your business. We have a list we can provide you.
3	Be Selective	Be clear about your niche and where you have genuine competitive advantage and can "add value". If you do not have this.... Develop them first!
4	Small jobs	There are many smaller opportunities that are not advertised on any portals. Build relationships with the relevant buyers, and find out WHEN they might need your product or service, and whether they can buy direct from you... or they buy through someone else.
5	Preparation	Don't wait till a tender is advertised to get your documents ready! We have a check-list you can work through – in advance. Be systematic. We can show you
6	More than the forms...	In many cases, you will need to demonstrate why you are the best solution through your supporting evidence: case studies, ease of using your web site, etc. Think about it from the buyers' point of view!
7	Standards	These make it so much easier! Also demonstrates to the buyer your commitment to them, as a supplier. We have a 100% success rate in getting clients certified
8	Partnering	There are so many more opportunities that you can win by working with other like-minded companies. We can guide you through this, and avoid costly mistakes.
9	Feedback	Insist on this! You are entitled to it... and without it cannot improve. Also, act on it and make the changes!
10	Persist	If you are not successful... address your weaknesses, and try and try again. There are many techniques to improve your success rates that we could show you.

Contact us for many more Bid Writing tips and techniques ...

For FREE initial assessment contact Ministry for Growth

T: 03 333 217 888 | E: info@MinistryForGrowth.co.uk | www.MinistryForGrowth.co.uk