

# The “Winning in Tendering” **Tender Review Service** *...helping you to win more public sector business!*

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## About

“Winning in Tendering” is a €3.7m strategic project aimed at transforming the public tendering experience of small organisations in the Ireland/Wales region. Bangor University’s Institute for Competition & Procurement Studies is the project’s lead partner and its collaborators are Dublin City University and the Irish Institute of Purchasing & Materials Management (IIPMM). The project is part funded by the European Regional Development Fund through the Ireland Wales Programme (INTERREG 4A).

“Winning in Tendering” is proud to present as part of its portfolio of offerings, the **FREE** Tender Review Service. This service is for **YOU**, if:

- ✓ **Winning Public Sector Trade is a key part of your organisation’s growth or sustainability strategy**
- ✓ **You are relatively new to public sector tendering and want to ‘leapfrog’ forward OR you have more experience in tendering, but have a relatively poor track record and want to do much better**
- ✓ **You are an SME or Third Sector organisation**
- ✓ **Your Head Office is located in Wales in: Pembrokeshire, Gwynedd, Carmarthenshire, Ceredigion, Anglesey, Conwy, Denbighshire, Swansea, Wrexham or Flintshire**
- ✓ **Your Head Office is located in Ireland in: Dublin, Waterford, Kilkenny, Meath, Kildare, Wexford, Wicklow, Carlow, S.Tipperary, Cork or Kerry**



The Ireland/Wales INTERREG region

## Benefits

The Tender Review Service provides the perfect platform to **win future public sector business**; it:

- ✓ Ensures you **learn vital lessons** from previous public sector tenders or pre-qualification questionnaires (PQQs) you have submitted
- ✓ Helps you to **see things through the procurer's eyes**
- ✓ Enables you to **“add value”** to your tenders
- ✓ Gives you a **Competitive Edge** in Tendering
- ✓ Is totally **free!**



## A Unique Service...

The Tender Review Service involves an impartial assessment by 3 qualified and experienced advisors of a previous recent tender (or PQQ) you have submitted. The outcomes of the analysis are communicated via a detailed **Tender Review Report** which:

- ✓ Provides **constructive & supportive comments**
- ✓ Proposes relevant and realistic **solutions to improve your tenders next time around**
- ✓ Identifies your **tendering strengths**
- ✓ Is totally **bespoke & personal** to you
- ✓ Is **honest**
- ✓ Is fully **understandable**
- ✓ Is totally **confidential**



## What Suppliers and Procurers say about the Tender Review Service!

Rebecca Budski, Director, Gelli Civil Eng Ltd (beneficiary of the Tender Review Service):

“We are delighted we took advantage of the opportunity to be involved in the Tender Review Service – we think it is brilliant! The Tender Review Report we received has been a great help; it was constructive, honest, thorough, totally bespoke and confidential to us, and above all understandable. It clarifies exactly what we need to do to win more public sector business.”

Alan Aitken, Procurement Manager, Carmarthenshire County Council:

“We, at Carmarthenshire County Council, are all for raising tendering skills of small indigenous suppliers – the great thing about the Tender Review Service is that it is an in-depth, bespoke and high quality service, thus giving suppliers the perfect opportunity to raise their tendering skills significantly in one swift move. We can not recommend it highly enough!”

## Keen to take advantage?

Contact us by email at [winningintendering@bangor.ac.uk](mailto:winningintendering@bangor.ac.uk) using the subject heading: “Tender Review Service” or call 01248 382907 or visit our web site [www.winningintendering.com](http://www.winningintendering.com) for more information.

*... We want to help you!*

If you require this document in an alternative format or in the Welsh language, please ring 01248 382907 or email [winningintendering@bangor.ac.uk](mailto:winningintendering@bangor.ac.uk)