

# 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 provides **£2,400 of free assistance** as well as the opportunity to gain credits towards a **Master’s level qualification** and 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 want to improve your tendering success rate
- ✓ You are an **SME or Third Sector organisation**
- ✓ You have an office in **Wales** located in: Pembrokeshire, Gwynedd, Carmarthenshire, Ceredigion, Anglesey, Conwy, Denbighshire, Swansea, Wrexham or Flintshire
- ✓ You have an office in **Ireland** located in: Dublin, Waterford, Kilkenny, Meath, Kildare, Wexford, Wicklow, Carlow, S.Tipperary, Cork or Kerry



The Ireland/Wales INTERREG region

## How the Tender Review Service can help you?

The Tender Review Service provides the perfect platform to **win future public sector business**. The FREE, CONFIDENTIAL, BESPOKE and SUPPORTIVE service helps you **learn important lessons** from previous pre-qualification questionnaire (PQQ) or tender submissions via a PQQ/Tender Review Report that:

- ✓ Advises you how **each element of your PQQ or tender response could have been improved**, whether relating to for example your:
  - ❖ Approach to Managing Risk
  - ❖ Contract Management and Project Management activities
  - ❖ Supply Chain Activities
  - ❖ Methodology Statement / Proposed Approach
  - ❖ Experience & Expertise
  - ❖ OR, anything else you might have covered in your PQQ or tender!
- ✓ Helps you **see things through the procurer's eyes**
- ✓ Ensures you **fully understand the procurer's questions**
- ✓ Furnishes you with a variety of **tendering templates**
- ✓ Enables you to understand at **what level to 'pitch' your bids** in terms of detail, presentation and so on
- ✓ Provides advice and guidance on **how best to structure your response**
- ✓ Identifies your **tendering strengths** such that you continue to do what you are doing well



## What others say about the Tender Review Service?

Ian Williams, Managing Director, Advent Project Management:

“Fantastic. The review from the Winning in Tendering team far exceeded all our business support expectations and has given us the confidence that we can do really well in tendering. Everybody within the organisation has read the report and all agree that it is extremely constructive and supportive. The Executive Summary is also a great instant snapshot of what we need to get right next time around!”

Ian Forrester Mowatt, Interim Director, North Wales Procurement Partnership:

“The Tender Review Service provides suppliers with an opportunity to receive feedback in the form of impartial analysis from an independent party. Feedback from the ‘trusted advisor’ highlights how a clear focus on relevance, depth and presentation of information can enable suppliers to put forward their best case in this increasingly competitive environment. It can also increase supplier awareness of the wider Public Procurement Process.”

## Want to find out more?

For more information on the service and eligibility details, please visit [www.winningintendering.com](http://www.winningintendering.com)

The Tender Review Service team can be contacted by email on [c.d.evans@bangor.ac.uk](mailto:c.d.evans@bangor.ac.uk) using the subject heading: “**Tender Review Service**” or by phone on 01248 382907.

*...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)