

CASE STUDIES

CHALLENGES AND SOLUTIONS

Advisory:

Bidding and tendering

Sectors:

Defence & Logistics
[International aid and reconstruction]

Challenge:

Need for expertise in bid pricing and competitive tendering

Outcome:

Tender submitted on time and access to framework contract

As a result of working with our client on a number of projects, we were asked to provide initial advice on their commercial approach to bidding for services in a new sector.

The initial advice led to us working closely with the operations team to assess the key commercial issues and agree the best strategy to address these, thereby producing a best value priced proposition in order to access an international framework contract base.

Our pragmatic approach to modelling the main price inputs, and understanding the operational issues and contract terms, enabled a fast turnaround of a complex bid.

By focusing on the competitive/commercial issues we helped our client's operations team to focus on their technical response and to clearly understand the parameters they had to work within.

This allowed us as a team to identify key operational risks, pricing/specification inconsistencies in the ITT documents issued and to address these at the earliest stage, both through clarification questions and solution development.

Our client is now on recognised on a framework contract in a new target sector, despite having to compete with a number of established incumbent suppliers who have a track record and low cost base.

We continue to work with this client on a number of projects.