

Winning Tenders Ltd



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Winning Tenders is based in Exeter and supports clients all over the country. We are experts in the procurement process and how best to submit a proposal; our expertise is in finely crafting the winning bid so that it is not only fully compliant with the buyer's specification, it also creates interest and even excitement in the team that is going to evaluate your offer. The tenders we write answer all the buyers' questions succinctly as well as playing to your strengths and emphasising the difference that your proposal will make to the buying organisation. Surprisingly, people often ask if we have been successful with tenders in their specialised area and 'do we have experience of a particular industry supplying a certain sector?' The answer to that is 'possibly but why do you ask?'. You are an expert in what you do, we are experts in what we do. A successful bid is the result of combining subject matter expertise - your specialist knowledge - with tender writing expertise: that's where we come in. We take your knowledge and convert it into a carefully targeted bid that will convince the procurement team that your offer is the answer to their quest for the best supplier of the goods or services they are looking for. Obviously we need to know the basics of what you do and your standing in the marketplace. To start with we go through a setup process to capture the important information we need from

you so that we can help you to win the bid. That includes the essential policies and accreditations such as ISO9001. Then we work with you to write the best possible answers to the technical questions: you explain to us how you provide your service and we write from the point of view of the buyer, the customer, the team who will evaluate your offer - to score maximum points. It works - so why not get in touch to see if we can be Winning Tenders for you? If you are serious about wanting to grow your business by securing contracts with large organisations please contact us today for a free initial consultation. Some of the Services we offer include: Proposal Writing • Bid Management • PQQ writing • Proposal appraisal and development • Presentation and Contract Management support

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