

About

Win that Bid are the leading online pre tender specialists providing specialist support to London's Small Medium size Enterprises (SMEs) to maximise their potential of winning new public and private contracts with a specific focus on the London 2012.

Win that Bid manages the CompeteFor tendering processes on behalf of its clients. CompeteFor is an online portal which allows public and private sector buyers to advertise contract opportunities and opportunities in the London 2012 supply chain.

Based in London, Win That Bid has built a well deserved reputation as the leading online pre tender specialists in the UK serving clients both locally and throughout the UK. With many years experience, we have built extensive knowledge of the market in which we operate.

Win That Bid is the brain child of Rebekah Gomez and Sarah Green. Having experienced the issues first hand working with their clients sales and marketing strategies, customers were banging down their door to find a way for them to take part in the bidding and tendering process in a risk free way. It occurred to them that there was a real demand for companies who didn't have the time or the know how to maximise from the growing number of public and private contract opportunities. Since starting, the team at Win That Bid have been working with clients to ensure that their online presence is as best as it can be and that they are always in the running for business changing contracts.

"'Win that Bid' is the place to start. The whole complicated, long involved, form filling process is literally taken out of your hands, completed and submitted leaving you to simply sit back and wait for the tendering process to begin!"

Hew Stevenson, Shoots & Leaves www.shootsandleaves.co.uk

Offering

Applying for public and private contracts takes time, expertise and determination and often even the best intentions mean that you don't get much further than completing your company name and address. Or maybe you have got further but because you haven't included relevant information, your account maybe be blocked. Or worse still, you have a niggling feeling that you haven't maximised the full potential of your profile but don't know how or have the time to change it. This is where Win That Bid comes in.

- ✓ We get to know your business
- ✓ Manage the entire process
- ✓ Registering you on CompeteFor

- ✓ Alerting you to only the juiciest and most suited contracts to your business' core capabilities
- ✓ Responding so you are in the running to be shortlisted for the contracts.

What is Compete For?

CompeteFor is the chosen site of London 2012 for the publication of Games-related contracts, and acts as a brokerage service – an electronic 'dating agency' for businesses – between potential suppliers and buyers in the London 2012 supply chain. All Olympic Development Agency (ODA) and London Organising Committee the Olympic Games (LOCOG) contracts are advertised on CompeteFor, which is the only procurement portal endorsed by the London 2012.

Features & benefits

- **Personalised one to one consultation** – we get to know your business so we can get under the skin and portray you in the best light
- **Registration** - Company registration with a 100% rating – because our team is applying for companies day in day out we know how to make you shine. We make sure that your profile gets published as an amazing 20% of registered businesses forget to do this
- **Risk free** –no need to hire full time specialist staff or dedicate hours of yours or an employee time, you pay a yearly membership fee and we get to work all year for you
- **Advice and ongoing support** - Advice on how to maximise your profile, organising relevant and necessary policies, carrying out buyer research
- **Finding and alerting you about opportunities throughout the year** - we make sure that you know when the most relevant opportunities are available
- **Experienced team at your disposal** – we are dedicated to making sure you win, our success is your success
- **Partnering opportunities** with other companies and creating strategic alliances
- **Post competing/pre award access** e.g. proposal writing, bid management – when you get to the next stage, we have professional proposal writing experts to help make the most of your opportunity (this service is charged as an additional fee according to your needs)
- **Access to London 2012 and major opportunities** – the opportunities are diverse and the contract opportunities are huge regardless of the industry that you are in

Costs

1. Registration, profile advisory and submission services - £500
2. On going bid management services, including opportunity search, partnering management and unlimited applications - £25/month by standing order or direct debit

Or 5% discount if you pay for the year up front and save us our direct debit fees! That's £760 for a whole year!!

3. Success fee – As set out below

<u>Value of contract</u>	<u>Success fee</u>
Below £100,000	5%
£100,000 and above	3%

With a minimum success fee of £500. We will not apply for contracts below £10,000 but instead inform you to ask if you would like to apply yourself or us to apply on your behalf.

Payment terms - £500 payable on award and the rest within 60 days.

At the end of the first year we will inform you one month in advance that your membership is about to expire and due for renewal.

Remember if you'd like to pay for the year in advance because you are saving us direct debit fees and paperwork we'll give you at 5% discount - £760!!

Next steps

As simple as 1, 2, 3

1. **Register** - first meeting with Win That Bid to collate all the relevant information – either phone, face to face or Skype
2. **Qualify** – our team of specialists complete your profile and publish it on the CompeteFor site
3. **Submit** - the tendering system matches your business with suitable contracts, we alert you and you decide what you want us to apply for

Call us at Win That Bid and start applying for business changing contracts today – 0203 405 1850