



Need help with your Tenders?



You may also be interested in our other 'Need help with your Tenders?' brochures including:

- **Part 1 - We're here to Help**, and
- **Part 3 - The Review Process**

See our website under **Downloads**

What we can do...

- **Company Pre-Qualification Program**

Before you make any commitment of resources in a response, the least costly investment is using our Company Pre-Qualification Program to determine whether this opportunity is the right one for you, in what role, to what extent and what areas you need to develop further.

- **Specialist Advice**

Tendering and contracting is our **speciality**. It is vital that your bid team understand the process, focus on the requirements and produce a first class, winning proposal while minimising business risk.

- **Response Management and Support**

Our consultants work with your sales teams to qualify the opportunity early, using tailored techniques and tools to reduce over commitment and resource wastage. Our commitment can be one or all depending on your in-house capability and resources.

Our Bid Managers and supporting staff are more than capable of acting in a leadership or in a supporting role depending on your proposed or existing structure in tendering a response and we remain flexible to suit your needs.

- **Contract Negotiation**

Understanding what the customer needs, how they think and with your interests at heart, we

can help negotiate the best possible position for you at successful contract award.

To ensure that you are fully aware of all responsibilities under any resultant contract, our team can act in a specialist or supporting role and help deliver the appropriate contract mechanisms that you can readily achieve upon commencement.

- **Project or Product Implementation**

Our support post-contract award ensures you are best able to deliver the required products and services to the agreed standards in the required time.

Management plans and reporting are an essential part of contracting and we can work for you or with you in delivering these activities.

- **Ongoing and Consultative Reviews**

As part of our service we conduct a tailored review of your opportunity at all stages of the bid management process including the initial pre-qualification review, a series of ongoing reviews and the essential final review prior to submitting your response.



Contact us today for a
no obligation enquiry

Phone: 0418 294 360

enquiry@horsellconsulting.com.au

www.horsellconsulting.com.au