



Bids, Tenders & Proposals: Winning Business through Best Practice

Harold Lewis

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With more and more corporations opting for "preferred supplier" lists, bids and tenders have become a fact of business life. For the small or medium sized corporation without a specialist bids-and-tenders team, bid preparation can take great amounts of senior management time. Here's where this book comes in: practical and written in an accessible style, it uses examples and checklists to explain how to create bids that are outstanding in both technical quality and value for money, and that stand a good chance of being successful. Lewis provides "best-practice" advice on every step in the process, including: bidding for public sector contracts; tendering for the private sector and for research projects; analyzing client requirements; managing bids; resourcing and researching the bid; developing and writing the bid; defining outputs and deliverables; communicating added value; describing professional experience; producing and submitting tenders; stating the price; understanding tender evaluation; and making presentations.

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