

Best Practice for Bid Management Success

◆ 10-Step Guiding Principles



Optimise your bidding strategies and activities to deliver smarter, world-class winning tenders.

Designed by the TenderEyes Team, with a wealth of operational, executive and bid governance expertise. Plus collaboration with highly experienced corporate bid professionals.

Step

1

Strategic Opportunity Focus

Find and only action best-fit opportunities, properly aligned to your business strategies, goals, product and services.



Step

2

Agile Project Working

Act decisively to coordinate tender evaluation and submission activities, with clear goals, assignment, actions, and timescales.



Step

3

Information Management

Create a centralised directory of all tender information, with defined data management practices and assigned subject matter experts.



Step

4

Coordinated Team Working

Define team and individual roles, responsibilities, goals and actions, set regular meetings and progress updates.



Step

5

Competitive Advantage

Undertake regular competitor analysis and review of their publicly available tender submissions and scores.



Step

6

Contractor & Partner Working

Integrate your supply chain early into the bid process, sharing intelligence and consulting on tender responses.



Step

7

Optimise Tender Responses

Evaluate, understand and test tender scoring criteria and clearly communicate to all contributors and stakeholders.



Step

8

Contracts Delivery

Adopt a formal handover to operations teams, with goal setting, regular engagement and progress monitoring with all stakeholders.



Step

9

Progress Monitoring

Set clear performance indicators and metrics to regularly assess progress, performance and results.



Step

10

Governance & Security

Define team roles and responsibilities, set up managerial approvals and security for all tenders and information.



Find Out More

Check out our FREE eBook 'A Practical Guide for Bid Management Excellence & Success: Process & People'

Practical strategies and improvement tips focused on Steps 2,3,4 and 6 of the Guiding Principles!

[Yes Please to FREE eBook](#)