

# Quick Tips for Bid Management Excellence & Success

## ◆ Step 4: Coordinated Teamworking



Collaboration between all bid contributors is challenging! Especially when located in different teams, divisions, countries and time zones.

Stakeholders, including Sales and Bid Teams, Subject Matter Experts and Approvers, will all be involved in compiling tender submissions. The work required to successfully manage roles, levels of responsibility, actions and deadlines can not be underestimated.

It is imperative to operate a well organised and engaged project team with the right skills and knowledge to cover all aspects of the process. Regular communication and teamworking will help develop accountability to deliver better quality tender submissions and secure higher evaluation scores.

### Overview

- ◆ **Risks:** Many contributors will have other work priorities and limited time to dedicate to the tender process. Without proper collaboration, completion of actions will be delayed and tender response quality impacted.
- ◆ **Action:** Clearly define team and individual roles, responsibilities, goals and actions, set regular meetings and provide regular progress updates.
- ◆ **Result:** Better communication, wider collaboration, stronger innovation, collective and individual accountability.
- ◆ **Benefit:** Bid Team and Subject Matter Experts feel better supported, engaged and prepared to succeed, with increased creativity and higher quality tender responses.



This Guide forms part of the [10 Step Guiding Principles](#), a Best Practice Bid Management philosophy developed by the TenderEyes Team. Based on a wealth of first-hand operational, executive and bid governance experience and collaboration with highly knowledgeable corporate bid teams.



## Best Practice Goals

- ◆ Adopt a corporate culture and plan for consistent high level collaboration, information sharing and communication across all stakeholders.
- ◆ Implement effective processes and workflows supported by modern communication and collaboration tools to assist and support.
- ◆ Undertake short-term job swaps or briefings across disciplines to secure wider understanding and engagement in the whole bid process.
- ◆ Create online forums for professional disciplines to improve subject matter content.
- ◆ Encourage professional development and mentoring to improve expertise and skills.

## Digital Transformation

The adoption of an enterprise bid management solution will help address the complexities of the bid process and challenging collaboration between the multiple internal and external stakeholders.



### TenderEyes Collaboration Hub Module

#### Remote Working

Anytime, anywhere communications, calls and diary management for those not working in the office.

#### Real-Time Interaction

Use Content Alerts, Word Clouds and Topics of the Day for sharing project news, hot topics, progress and wins.

#### Learning & Development

Create a learning hub for professional and personal continuous development and upskilling.

#### Wider Team Talking

Build a central hub for non-project specific communications and content through Peer Groups, Wikis and Blogs.

#### Intelligence Sharing

Set KPIs and customise views for opportunity pipeline, progress, deadlines and upcoming contract renewals.

#### Collaboration Controls

Define communication ownership plus house rules and moderation controls for Social Media and engagement.



## Interested in Taking a Deeper Dive?

Let our team show you how the TenderEyes Enterprise Bid Management Solution can help transform your tender processes and success!

[Book My Demo](#)

## ◆ About TenderEyes

TenderEyes is the leading Enterprise Bid Management solution designed to empower end-to-end opportunity, tender and contract success.

The scalable, configurable platform includes powerful intuitive tools, workflow automation and in-built best practice, all to deliver smarter collaborative working.

Proven across teams, divisions and geographies within long-standing global top tier customers and across multiple sectors in 24 plus countries in 5 continents.

**Empowering Bid Excellence & Success!**

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