

# Quick Tips for Bid Management Excellence & Success

## ◆ Step 6: Partner Working



External resources or skills may be needed to win a tender! This could be a mix of Suppliers, Prime, Sub-Contractor, Consortium or Joint Venture Partners.

Your Bid Team will need to spend time assessing and securing the best partners possible. This may include sourcing new partners with no prior experience of working with you. Tender responses will need to be carefully crafted to demonstrate a strong, reliable supply chain, that can be trusted to deliver the required services.

Early engagement, strong communication and collaboration with partners and suppliers throughout the whole bid and delivery process is essential. This will be imperative to delivering compelling and assured tender submissions and effective contract delivery.

### Overview

- ◆ **Risks:** Delayed or disjointed communication with partners may deliver poorly crafted tender responses with misaligned services or cultural fit. Resulting in low evaluation scores. Poor collaboration during contracts delivery can negatively impact performance, customer satisfaction, brand reputation and profits. Good partners may also move on to work with competitors.
- ◆ **Action:** Integrate your supply chain early into the bid process, sharing intelligence and consulting on development of responses.
- ◆ **Result:** Stronger third-party investment and cooperation in your bid submission activities and content creation.
- ◆ **Benefit:** More detailed, accurate tender responses, strengthened relationships and commitment in delivery of won contracts.



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 process and assessment criteria for partner selection based on risk factors versus skills and/or product or service matched to tender requirements.
- ◆ Communicate with partners, early and throughout the bid and delivery processes, sharing documentation, tender questions, scoring criteria, project plans and deadlines.
- ◆ Ensure tender responses clearly demonstrate a strong relationship and understanding of your supply chain and service delivery.
- ◆ Manage partner performance, issue resolution and reputational risk throughout the delivery of the contract.

## 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 Partner Manager Module

### Selection & Onboarding

Access relationship maps, key information and prime, sub, consortium and joint venture partner profiles.

### Document Storage

Automatic directory set-up with easy save and search functions for product collateral, company accounts and insurance policies.

### Delivery Assessment

Set evaluation criteria and assess KPIs and performance data to establish commitment and identify any areas of execution risk.

### Close Collaboration

Create project plans, sets tasks, schedule calls and monitor progress of partner activities, issues and roadblocks.

### Responses Contributions

Quickly mobilise and manage Q&A requests, notifications, deadlines and reminders.

### Risk Management

Capture and assess cultural, social responsibility and employee information via Glassdoor, FIFO credit scores etc.



## 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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