

Quick Tips for Bid Management Excellence & Success

◆ Step 8: Contracts Delivery



Your investment in bidding has paid dividends! Its now time to handover the won contract to your Operations Team for delivery.

Your Sales, Bid and Operations Teams plus partners, suppliers and sub-contractors will all be involved in delivering the project. Coordinating the complexity of roles, responsibilities, actions, issues and deadlines is challenging. Keeping the client well informed and engaged in the process, will be vital to managing their expectations and experience.

Comprehensive handover, rapid project mobilisation, good communication and agile working will be critical to contract delivery, client satisfaction and securing future work.

Overview

- ◆ **Risks:** Lack of proper handover briefings, information and documentation for the Operations Team will impact the quality of engagement with the client, partners and sub-contractors. Poor project management, delivery delays and unresolved issues will damage client confidence and trust and impact brand reputation, revenue and profits.
- ◆ **Action:** Adopt a formal handover between Bid and Operations Teams, with clear goal setting, regular engagement and progress monitoring with client, partners and sub-contractors throughout contract period.
- ◆ **Result:** Better informed, smoother delivery of the contract with effective issue identification and resolution.
- ◆ **Benefit:** Better manage client expectations and build trust and brand reputation, improving probabilities of re-contract wins.



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 clear transition workflows for your Bid Team to implement when tenders are won.
- ◆ Ensure clear communication between the Sales Team, Bid Team and Operations Team for the duration of the bid and handover process.
- ◆ Provide the Operations Team with tools for rapid project mobilisation, agile working and easy access to relevant information and documentation including approved bid and signed contracts.
- ◆ Ensure regular engagement and monitoring with client, partners and sub-contractors throughout contract period, with effective issue identification and resolution.

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 Contracts Manager Module

Seamless Handover

One-click project set up for automated population of approved tender submission and contractual documentation.

Process Efficiencies

Work to consistent project methodologies, create automated workflows, tasks, meetings, reminders and alerts.

Delivery Monitoring

Incorporate KPIs, Service Level Agreements, feedback mechanisms, monthly and quarterly reporting.

Stakeholder Engagement

Create project teams with clear roles and responsibilities and set operational meetings, approvals and reviews.

Full Audit Trail

Transparent, traceable records of tender and contract documentation, approvals, change control notices and sign off.

Business Integration

Import data from Service Desks and ERP and use Microsoft Office Add-ins for legal and contracts monitoring.



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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