

Win That Bid causing a storm in the construction world



Sarah Green



Rebekah Gomez

The unlikely lassies who will win you more business

Win That Bid have built up a well deserved reputation as the UK's leading tender and proposal writing specialists. Based in West London they help their clients to secure contracts in many different sectors but, by far the greatest and most competitive is construction. Using their public sector expertise and knowledge of online opportunity portals is vital to their clients' win rates. And is especially helpful for international clients intent on capitalising on events such as the approaching London 2012 Olympic and 2014 Commonwealth Games.

Unusually for the world of building development Win That Bid's co-founders

are both female. However, Rebekah Gomez and Sarah Green through their combined experience of dynamic and strategic organisational growth are proving to be a refreshing and successful team in this predominately male dominated world.

Understanding that SMEs are only as big as their contact list, Win That Bid are expert at matching buyers with suppliers. Need to get through the back

door? Have a hit list of 50 buyers? Want to have coffee with the decision makers? No problem, it's all in a day's work for the team at Win That Bid. Their knowledge of the procurement world and extensive business connections means they can track down opportunities and even tendering potential that may not even exist yet! On the other hand if you have a flow of tenders but a low win rate it can soon become soul destroying, it doesn't take many late nights and last minute submissions to equal a poor quality proposal full of errors and omissions. After all, tendering nearly always comes second to the day job. Win

That Bid are the answer, their accredited and expert writers will not only write your Pre-Qualifying Questionnaires (PQQs) and Invitations to Tender (ITT) they'll even create great looking branded templates complete with graphics and images to really make your business stand out from the crowd. Win That Bid also provides Health and Safety and Quality Management advice and policies as well as proposal training and tendering workshops.

Rebekah says "In the early days we were event focused such as 2012 and 2014 but our first round shortlisting success rates were so high that our clients couldn't deliver their tenders in time or they weren't able to lay their hands on key insurance or compliance based documents. So very quickly we increased the amount of services we offered to include full bid writing and bespoke policies. We also get asked to check Construction Line submissions and put companies through their ISOs but by far the most popular requests right now are our tendering workshops - we're already booked up well into spring 2011".

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