



Value Match Bid Management

Matching Suppliers with Buyers

Background

At Value Match, our team is made up of experienced procurement and bid management professionals (buyers & suppliers) who have accomplished results by implementing best practice, winning new or retaining existing contracts and frameworks in both the private and public sector. The team has expert insight and have held experienced senior procurement and bid management positions in central and local government.

To achieve a successful bid outcome, organisations must ensure they have a detailed understanding of their customers values and objectives, an understanding of the process to ensure compliance, effective bid write capability and independent due diligence and project management resource.

Solutions

Our Value Match Bid Management service is designed to offer flexible and scalable solutions to meet the needs of the customer and support supplier development.

We specialise in:

- Supplier Assessment and Capability Development
- End to End Bid Management
- Bid Writing
- Independent Bid Review
- Bid Audit
- Training

Services

Value Match Bid Management will tailor our services to meet the needs of the customer and project:

- **Supplier Assessment and Capability Development**
 - We will work with you to understand your current bidding capability, identify the support you require to **achieve successful outcomes** and put an action plan in place to support your development across bid management.

- This approach provides a long-term sustainable approach to managing your own bidding process.
- **End to End Bid Management Support**
 - If needed, we can **manage the entire bid process** on your behalf, we will work with key members of your team to produce a high quality bid, taking into account your internal governance processes and ways of working.
 - The support provided includes Project Management, Bid Writing, Bid Reviewing and Bid Submission.
- **Bid Writing**
 - We work closely with your team to develop structured responses, in line with the guidelines and published criteria.
 - Ensuring your organisation **values are articulated** into compelling customer benefits and outcomes to meeting the objectives set.
 - Having worked on procurement and bids as both the Buyer and the Supplier, we're in a uniquely advantageous position, ensuring success not just for your immediate requirements, but also for future bidding opportunities.
- **Independent Bid Reviewing**
 - We will conduct an independent evaluation on an individual question, a selection of questions or the entire bid in line with the published evaluation criteria and the Public Contract Regulations 2015 (if applicable).
 - We will ensure the bid has been fully and compliantly answered, provide feedback on what information should be added/amended or removed well in advance of the tender deadline to ensure improvements can be made to score optimal marks within the evaluation process.
- **Bid Auditing**
 - We can examine, evaluate, and review your **end-to-end bid management** processes.
 - Providing you with a comprehensive report which highlights strengths and weaknesses.
 - We will make clear recommendations for future improvement and help you implement the organisational changes necessary to reach full potential.
- **Bid Training**
 - We can support your development by providing training on processes and approach to support a right first time methodology to bid development
 - If required, we are also able to develop training courses to meet specific customer needs ensuring relevant examples and guidance is provided to aid individual learning.

Impact

Value Match has a **track record in delivering successful outcomes for customers**, whether that is for a one-off project or as a long-term partner providing on-going support.

We consistently ensure every customer receives:

1. A tailored service that meets their needs
2. Project management support
3. Provide resources quickly and efficiently, often within 3-5 days
4. Assurance over the delivery of all Value Match work
5. High quality bid responses
6. Competitive commercial arrangements based on requirements.

For further information, contact Lindsay Rosul

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