



Bids and Proposals Review

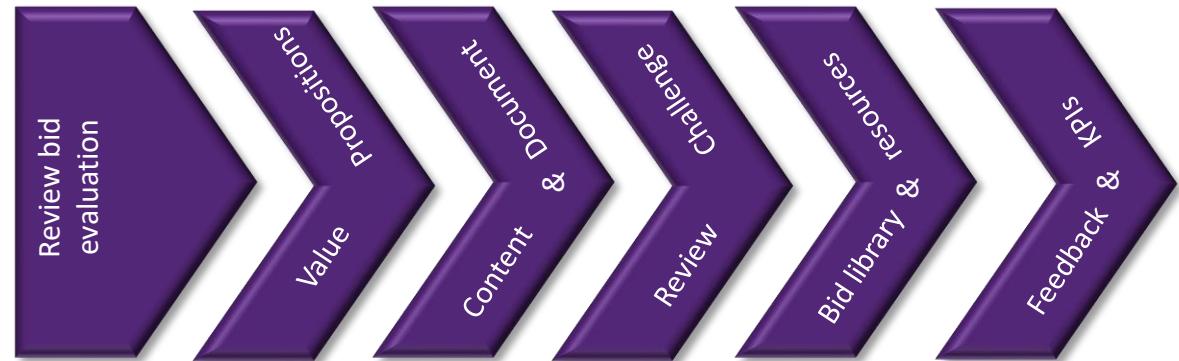
Being able to successfully identify, pursue and develop bid strategies that will help to create winning bids is essential for any B2B organisation wanting to win work.

We work with companies to review how effective their bids and proposals are. Using our tried and trusted methodology we carry out a bids and proposal review to quantify strengths and identify areas for improvement. Using this analysis we are able to provide a set of recommendations and implementation action plan.

Our approach is different for each organisation, we tailor what we do to what you need. Whether it is the full bids and proposal review or the lite version; a proposal editor to provide support and critique; or a bid writer to work on your tender, we are here to help you create compelling winning bids.

Why clients want help with bids and proposals

- The team are not winning bids
- There is a low conversion rate on proposals
- Bids are lacking clear differentiators or compelling value propositions
- Bid team needs support
- It is a 'must-win' bid
- No central bid resource
- Proposals and pitches need impact



Carrying out a Bids and Proposals Review to increase win rates

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Supporting organisations who want results

We provide bids and proposals reviews and services to ambitious organisations who want their marketing to make a difference. From SMEs to FTSEs we provide the tender and pitch experience to help you make an impact with your bid strategies, documents and presentations. To find out more about our bids and proposals review or our range of bid services please contact the team.

Full bids and proposals review

Identifying strengths and opportunities for improvement around: current bid processes, bid submissions and bid team activities. To include a review of three recent bid submissions and review of current bid resource library.

Research and on-site workshops to provide full report and 100 day action plan.

Presentation and workshop to identify implementation of recommendations and programme.

Bids and proposals review - lite

Identifying strengths and opportunities for improvement around: current bid processes, bid submissions and bid team activities. To include a review of one recent bid submission.

Review of current activities to provide report and three phase action plan.

Presentation of report to discuss findings and recommendations.

Individual bid services

Strategic:

Bid Director

Tactical:

Bid writer

Case study writer

Bid document designers

Video production for bids

Corporate photography