

Complete+

The unique service supporting a strategic, proactive and resource-light approach to winning public sector bids

“Really feeling inspired with how you have helped us already, and the portal is great“

- DD, Bid Manager, Julius Rutherford

“Contracts Advance has saved our team hours of time and is something we would recommend to other organisations who frequently bid for new services“

- B-LM, Business Development & Marketing Manager, The Practice Group

“I really enjoyed the day and it gave me a lot of ideas on how to improve bid process and proposal quality“

- AB, Senior Bid Manager, Tata Consultancy Services

“I love the system, it does exactly what I want“

- KB, Senior Bid Manager, McGinleys

We are proud to support our corporate, third sector and SME clients who include:



Complete+

Contracts Advance, in conjunction with its data partner, Spend Network, now provides a fourth element to its service: **Complete+**

By seamlessly combining factual market data and pipeline visibility together we are leading the market and in so doing supporting our client to increase bid win rates by providing:

- Accurate and factual marketing intelligence to inform Go / No Go decisions for both sales and bid activity within public sector markets across the UK
- Advance and current pipeline visibility of public sector tendering opportunities to ensure effective pre-bid engagement
- Real time access to two dedicated client care managers to support your pipeline visibility and market intelligence needs through the subscription term
- Support to deliver effective pre-bid engagement
- One guaranteed seat at our Bid Forum

About Contracts Advance & Spend Network:

Our research partner, Spend Network, is committed to the government market. Combining deep insight into public sector markets and the demands of different government sectors, with a comprehensive understanding of suppliers, the services that they provide to the public sector and the revenues they receive.

We regularly support our clients to deliver better services through competitive and innovative tenders by providing accurate market intelligence.

Who will Complete+ benefit?

For those who have senior responsibility for business development and growth, this service will provide accurate market intelligence to inform:

- Where to effectively spend the time of bid and sales resource
- Accurately forecast pipeline opportunity for the next 12-36 months sales cycle
- Accuracy in public sector spend by agency and visibility of competitor spend

For those with responsibility for actioning bids and field sales this will support:

- To better inform localised understanding of targets and pin point, when necessary, which partners to build relationships with
- Allow time to effectively make Go / No decisions
- Will enable pre-bid engagement with targets prior to the procurement shutters coming down allowing for:
 - Rapport building;
 - Understanding the need and;
 - Shaping specification prior to open market tender

Who does Complete+ include?

Pipeline visibility

Our pipeline visibility service will give access to advance and current target opportunity and supporting services as follows:

- Pipeline visibility sourced from 450 source feeds across the UK, NI and Europe
- Daily alert notifications that are filtered by keyword, CPV code, and geography
- 2 hour consultancy session that maximises the advance dashboard by showing how to:
 - Effectively qualify in / out target opportunity
 - How to engage with a decision maker behind procurement
- Guaranteed seat at one of our bi-annual Bid Managers Forum
- Access to light touch support across bid management process and a dedicated account manager

The Data

Our data includes, but is not limited to, the following public sector vertical across the UK

- Central Government, including non-departmental public bodies
- Local Government
- NHS
- Data on wider verticals such as Blue Light can be purchased on demand

Who does Complete+ include? (cont.)

Our data covers ALL categories of spending, with a particular focus on the following product / services lines:

- IT
- Construction
- Professional Services
- Recruitment
- Transport
- Facilities

What is in data?

- Every published transaction, linked and categorised to UNSPSC procurement classification
- Over 400 publishers data
- Between 5 and 3 years for all publishers
- Data links to over 180,000 individual businesses and charities
- Data is accessible in CSV form for ease of use in client systems

Example Data:

SpendNetwork [Home](#) [Blog](#) [About](#)



Camden London Borough Council: Spending Dashboard
E5011_CLBC.gov



In Summary:

At a Glance Coverage

- One year licence to Contracts Advance
- One year access to our dedicated Complete+ research data bank that includes:
 - Data packages to gain access for up to 30 public sector agencies
 - Data configurable by:
 - Public Sector vertical across UK
 - Product and / or Service lines
 - Competitors
 - Data refreshes daily ensuring optimum knowledge
- Unlimited user access and data use
- Data is accessible in CSV form for ease of use in client systems
- Access to light touch expert support to optimise both the data bank and bid management process over term of subscription
- Dedicated account managers throughout the subscription timeline
- Price: £8,900 plus VAT

Next Steps:

On signing up you will receive two calls from our client care team:

- To build a profile for your pipeline visibility requirements.
- The second to set-up and run through your market intelligence account and how to use the data bank.
- For both services you will be provided with a unique username and password.

A date for the 2 hour advisory session will be set-up with you focussing on pre-bid engagement, which will inform your sales / bid functions on how to maximise the advance dashboard.

...you are ready to go!