

## ITT Sense Check

Contracts Advance sits within the 7House service stable. 7House are one of the leading independent business growth consultancies. The Contracts Advance service leverages 7House's comprehensive understanding of the bidding process to provide the best possible support to our clients. By incorporating a 7House ITT Sense Check into our service options, Contracts Advance delivers increased value into our clients' public sector engagement and cements our reputation as the market leading tender support service.

The methodology for a 7House ITT Sense Check is as follows:

- Ideally 7 days prior to the tender submission deadline, a 7House consultant will take the ITT tender and your final draft submission and mark against the evaluation criteria – scoring excellent; good; indifferent or weak.
- For those that are indifferent or weak we provide suggested solutions and enriched answers.
- Either pre or post submission (depending on the submission deadline) we undertake a face-to-face or phone session with your internal stakeholders to run through the enriched answers and the rationale as to why we have suggested the responses given.
- The above knowledge sharing exercise allows for a sustainable approach to implementing lessons learned into future bids.
- This approach can be done for a live bid or a retrospective bid(s).
- Typical cost is £2-3k depending on size of bid thereby when wrapped in to the Contracts Advance Service options it provides real value for money.
- We have an experienced team of 15 bid writing specialists who have been either Bid Directors; Business Development Directors or Commissioners in previous lives thereby being able to give real practical insight to both technical and non technical responses as well as reviewing financial models, when required, as part of the above process.

Client testimonials are available upon request. We are proud to support our corporate, third sector and SME clients who include:



*Thanks for turning round the tender review so quickly last week – it is much appreciated. All your observations were well received by colleagues and were universally accepted and implemented. We will of course give you more notice next time!! - Insight Manager, AKW Group*