

# Helping you to win more public sector bids

Our unique service provides you with a strategic, proactive and resource-light approach - saving you time and money whilst helping you to develop new business

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

**SHARP**

 Turner & Townsend

 **Knight  
Frank**

 NG Bailey

 Adecco





## How can Contracts Advance help?

At Contracts Advance we provide the next generation UK public sector tender service – providing a complete intelligence service to deliver accurate bidding and improved bid win rates.

We help organisations win public sector bids. We identify suitable tenders and put you in the best position to win through pre-bid engagement, targeted relationship building and effective bid writing.

In short we can assist you in 4 ways:

PIPELINE VISIBILITY	BID ADVISORY	KNOWLEDGE SHARE	MARKET INTELLIGENCE
Comprehensive coverage of current and advance tender opportunities.	Proven experience to deliver winning bids and sustainable process.	Best practice knowledge to improve your bid win rate.	Finger tip access to real-time spend data and horizon scanning.
<p><i>“Contracts Advance has been invaluable saving our team hours of time.”</i></p> <p>- The Practice Group</p>	<p><i>“Contracts Advance is enabling me to forecast and manage a pipeline.”</i></p> <p>- Green Compliance</p>	<p><i>“Learnt more on how to ‘get a foot in the door’, than any other course.”</i></p> <p>- Glancy Nicholls</p>	<p><i>“A lot of ideas on how to improve bid process and proposal quality.”</i></p> <p>- Tata Consultancy Services</p>
<a href="#">LEARN MORE</a>	<a href="#">LEARN MORE</a>	<a href="#">LEARN MORE</a>	<a href="#">LEARN MORE</a>

## Pipeline Visibility

Delivering you comprehensive and relevant coverage of current tenders and advanced opportunities across the UK, NI and Europe.

### **Current tender opportunities...**

- We will ensure you have visibility of not only Contract Notices, but also AINs, PINs and Awards
- Contracts Advance has an inbuilt CRM system which will allow you to have a real-time audit trail of your opportunities
- We understand and work with the fundamental inefficiencies of the CPV code system to find the optimum balance between not wading through too much white noise and not missing opportunities fitting your qualification criteria
- And we'll deliver this to you via both multi-recipient daily email alerts and the market's most user-friendly dashboard

### **Our current tender opportunities are the ideal solution if you...**

- Are missing tender opportunities
- Wish to save time and to unify all your source feeds
- Are wasting valuable time working through tender notices
- And your team are struggling with your old tracker products

## Pipeline Visibility (cont.)

### Advance pipeline visibility...

- We will provide you with manually qualified advance visibility of contracts and frameworks
- Our client care team will ensure we have a clear understanding of your business, enabling you to utilise our resource, not your own, to maximise your pipeline visibility. And our market leading dashboard, with real-time CRM, will ensure you can access the information you need, when you need it
- We'll help put you in the best position to win that bid, and ensure you are maximising your framework participation, through pre-bid engagement, targeted relationship building and a best understanding of client needs

### Our advance opportunities are the ideal solution if you...

- Are looking for an improved bid win rate
- Save your sales team time
- Want to support your pre-bid engagement
- Provide an accurate forward looking pipeline

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

*- BM, Marketing & Business Development Manager, The Practice Group (Health & Care)*

## Bid Management Support

Our dedicated team of bid advisory consultants are on hand to deliver winning bids and create a sustainable bid process.

### How we can help...

- Proactively improving technical and non technical content
- Supporting your sales team with effective pre-bid engagement
- Project management of bids through to ITT sense check reviews
- Optimising your position on frameworks that are not delivering revenues
- Creating tailored bid management systems and process

### Our bid advisory is the ideal solution if you...

- Wish to effectively pre-bid engage with a public sector agency
- Require support and resource with last minute bid writing
- Proactively wish to develop a tender library and associated bid structures
- Are looking to develop a high performance bid team

For more information regarding 7House, our parent company, please view their website: [www.7house.co.uk](http://www.7house.co.uk).

*“The support provided by Contracts Advance has helped me to qualify potential leads for our sales force. Furthermore, it is enabling me to forecast and manage a pipeline; providing valuable information to demonstrate to the wider business potential opportunities and sectors that we should pursue.”*

*- GM, Bid Manager, Managed Services, Travis Perkins*

## Best Practice Knowledge

Taking advantage of the wealth experience from our parent company 7House. Our bi-annual Bid Manager's Forum, Resource Centre and Training form the central parts of the learning and development platform we deliver to our clients.

### How can we help...

- Our Bid Forum will take you out of the system for a day – and return you armed with practical, sustainable best practice which you can translate back into the business
- The learning comes from those whose knowledge and expertise delivers most value – fellow Bid Managers, our senior 7House consultants and guest speakers
- Our clients decide the content and we tailor it to your needs, whether you are a niche SME or a corporate blue-chip
- Our Masterclass: Practitioner Series provides practical and bespoke in-house training across all parts of the bid management process
- Our Resource Centre aims to support the monthly learning to all of our clients through white papers and latest news articles

### Our best practice knowledge is the ideal solution if you...

- Wish to develop your team's skills beyond bidding
- Keen to find solutions to key challenges, but do not know where to obtain this from
- Wish to develop sustainable knowledge and improve your bid win rate

*"Thank you to Craig for spending the morning with us, really informative and learnt a lot more in those couple of hours on how to "get our foot in the door" than I have on any tender course I have been on. I really enjoyed the morning and have definitely taken things away that we will implement into the office."*

*- TB, Glancy Nicholls Architects*

## Market Intelligence

Our market intelligence solutions allow you to combine insightful data with advanced tender opportunity to improve your knowledge and define relevant win themes, bid strategy and content writing.

### How we can help through Horizon+...

- The service helps you to define, gather, analyse, prioritise and distribute forward intelligence about products, customers, competitors, policies and strategies to support you in making better decisions for both business development and enriching bid content.

### Horizon+ will support you and your business teams...

Horizon+ is for those with senior responsibility for strategy, business development, growth and planning including:

- Managing Directors
- Business Developers
- Sales Directors
- Bid Managers

### How we can help through Complete+...

- Complete+ seamlessly marries factual market data (spend analysis) and advanced visibility of contracts. Combining deep insight into public sector markets and the demands of different government sectors, with a comprehensive understanding of suppliers, the services they provide to the public sector and the revenues they receive.

### Complete+ will support you and your business teams...

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



## The Service Options

OPTION 1 SUPPORT+	OPTION 2 ENHANCED	OPTION 3 HORIZON+	OPTION 4 ENHANCED+	OPTION 5 COMPLETE	OPTION 6 COMPLETE+
<b>£1,400</b> plus VAT 1-year licence	<b>£3,900</b> plus VAT 2-year licence	<b>£4,000</b> plus VAT 1-year licence	<b>£4,900</b> plus VAT 3-year licence	<b>£7,900</b> plus VAT 5-year licence	<b>£8,900</b> plus VAT 1-year licence
2-year licence £2,400 (£1,200 per year)	2-year licence to Contracts Advance	1-year licence to Contracts Advance	3-year licence to Contracts Advance	5-year licence to Contracts Advance	1-year licence to Contracts Advance
<ul style="list-style-type: none"> <li>✓ Daily sight of current tenders and advance contract opportunities</li> <li>✓ Unlimited user email access (no additional charge)</li> <li>✓ Inclusive pre-bid consultancy session (no additional charge)</li> <li>✓ Open access to Resource Centre</li> <li>✓ Up to 3 sector profiles</li> <li>✓ Comprehensive public sector coverage for above / below OJEU UK &amp; NI contracts</li> <li>✓ Dedicated client care support (no additional charge)</li> <li>✓ Export friendly data</li> </ul>	<ul style="list-style-type: none"> <li>✓ All value deliverables of Support+</li> <li>✓ 7House ITT sense check on a must-win bid</li> <li>✓ Guaranteed seat at our bi-annual Bid Managers Forum</li> <li>✓ Light-touch access to 7House bid advisory support over subscription term</li> <li>✓ Full references of successful bids on request</li> </ul>	<ul style="list-style-type: none"> <li>✓ All value deliverables of Support+</li> <li>✓ Daily monitoring of up to 4 topics of your choice</li> <li>✓ Weekly summary forecasts</li> <li>✓ Data visualisations</li> <li>✓ Export capabilities</li> <li>✓ Unlimited user access and data use</li> <li>✓ Data refreshes daily</li> <li>✓ Data is accessible in csv / PDF file</li> <li>✓ Light touch access to 7House Bid Advisory over subscription term</li> </ul>	<ul style="list-style-type: none"> <li>✓ All value deliverables of Support+</li> <li>✓ 7House ITT sense check on a must-win bid</li> <li>✓ Guaranteed seat at our bi-annual Bid Managers Forum</li> <li>✓ Light-touch access to 7House bid advisory support over subscription term</li> <li>✓ Full references of successful bids on request</li> </ul>	<ul style="list-style-type: none"> <li>✓ All value deliverables of Support+</li> <li>✓ 7House ITT sense check on a must-win bid</li> <li>✓ Guaranteed seat at our bi-annual Bid Managers Forum</li> <li>✓ Additional four hours 7House consultancy, on any area across the bid advisory process</li> <li>✓ Light-touch access to 7House bid advisory support over subscription term</li> <li>✓ Full references of successful bids on request</li> </ul>	<ul style="list-style-type: none"> <li>✓ All value deliverables of Support+</li> <li>✓ Data packages to gain access for up to 30 public sector agencies</li> <li>✓ Data configurable by:                             <ul style="list-style-type: none"> <li>- Public Sector vertical across UK</li> <li>- Product and/or service lines</li> <li>- Spend over last 3-5 years</li> <li>- Competitors</li> </ul> </li> <li>✓ Unlimited user access and data use</li> <li>✓ Data refreshes daily</li> <li>✓ Data is accessible in csv form</li> <li>✓ Light-touch access to 7House bid advisory support over subscription term</li> <li>✓ One guaranteed seat at our bi-annual Bid Managers Forum</li> </ul>



## In Summary

We are confident that the Contracts Advance system is far superior to any other legacy product available in the market and here is why:

	Contracts Advance	Legacy Product
Comprehensive current contract identification	YES	YES
Qualified advance contract identification	YES	NO
Consultancy session refining pre-bid stakeholder engagement	YES	NO
Output from best practice peer-to-peer knowledge share bi-annual Bid Managers Forum	YES	NO
Tailored practitioner training for bid support	YES	NO
Practical resource centre for development	YES	NO
Delivering cost effective and tailored market intelligence	YES	NO
Ongoing system support by our dedicated Client Care team and bid related support from our 7House business growth experts	YES	NO

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

