

# TENDERING READINESS ASSESSMENT

How ready are you?

The preparation required to achieve sustained bidding success is often understated and **unseen**. Winning consistently requires the careful and purposeful integration of many parts of an organisation – well in advance of the actual writing efforts.

Reflecting on your organisation's current bidding processes, do you:

- really know what best practice tendering looks like?
- clearly understand how critical tendering components interact?
- have key stakeholder agreement about your level of tendering readiness?
- have a clear plan to increase your probability of winning (P-Win)?



## Get your fundamentals right with BidWrite

For more than 15 years we've helped **hundreds** of organisations win **thousands** of tenders worth **billions** of dollars. We know that good tendering requires excellence across five key areas.

Our **three-step Tendering Readiness Assessment** provides you with an objective evaluation of your current readiness across these five areas, accompanied by an actionable plan designed to prepare you for best practice bidding. This substantially **improves your likelihood of winning** the contracts that matter on a more consistent basis.

# TENDERING READINESS ASSESSMENT

How ready are you?

## Step 1

### Data Collection

Using our purpose-built question set, you self-assess your bidding readiness by rating your current performance across the five key areas defined above. The observe stage will empower your team to be part of the improvements they identify.

OBSERVE

## Step 2

### Insights Workshop

Conduct a structured workshop with key stakeholders to verify, compare and discuss your ratings. You'll benefit from constructive discussions with work winning experts who'll provide objective feedback and industry insights.

REFLECT

## Step 3

### Action Planning

We provide short, medium and long term recommendations designed to help you achieve early wins and create an actionable roadmap to increase your probability of winning (P-Win).

\$10,995 AUD  
+GST

MAKE

## Step 4 (optional)

### Implementation Services

Following your three-stage Tendering Readiness Assessment, you can choose to:

Apply the report recommendations yourself.

OR

Engage BidWrite to implement the recommendations through a series of delivery sprints.

REALISE

## Focus on preparation and process – winning will follow

Winning contracts is a reflection of best practice, across every stage of the bidding process. Get it wrong and you'll put future revenue at risk. Get it right and you'll see transformative results.

**We'd love to help you get it right.**



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