



Bid Coaching – Summary of Service

Tender Victory's specialist bid coach, Claire Meredith, delivers two bid coaching packages, to ensure we provide the right model of coaching to match your business objectives.

Coaching Package 1: New to tendering

Do you want to start bidding, but don't know where to start?

Do you know that your business will have to tender soon, but don't know how to prepare for this?

Let our coaching expert guide your organisation through your first steps to bidding, what you need to be prepared for when the documents arrive and how to best use what you have now to make sure you're in the best position, ready for your first tender(s).

Bid coaching to help you prioritise and organise your resources ready for your first bid:

- Preparatory read through of any previous submissions (if applicable)
- 30 minute Launch call – define the outcomes for your organisation based on where you are now and what you want to have in place
- 75 minute Deep Dive call – get into the nitty gritty of what you need, the plan of action and the timeframe for making it happen
- 40 minute Support call – mitigate against the challenges to progress and review what's been achieved so far
- 40 minute Review call – evaluate progress made, cover off any outstanding challenges or issues and capture and schedule in any remaining actions.

You'll receive:

- Step by step actions so your organisation is best prepared for what's next
- Help and guidance as to what you'll need to be in the best position to bid with what you have already in place
- Tailored advice, specific to your business as to what you need to get ready so you can 'hit the ground running' when your first bid arrives

Package 1 has been specifically designed for SMES and micro organisations with little or no bidding experience.

Coaching Package 2: Business growth through tenders

Has your business been tendering for a while, without the level of success you were hoping for?

Does your team need fresh eyes and inspiration to see where you're missing out on scoring higher in tenders or meeting the criteria you need to?

Let our experts assess and advise on how you can improve and refine your approach to bidding, what areas you can improve on and your next steps. We can support you in

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identifying how you can better improve your tendering approach, so you focus your resources effectively to be ready for the next level.

Package 2 provides coaching to support you to evaluate your growth areas, make a plan to map out your next steps. Support and accountability to ensure you make it happen is provided by our Bid Coach:

- Preparatory read through of previous submissions to identify potential bid weaknesses
- 30 minute Launch call – define the outcomes for your organisation based on where you are now and what you want to have in place
- 75 minute Deep Dive call – get into the nitty gritty of what you need, the plan of action and the timeframe for making it happen
- 40 minute Support call – mitigate against the challenges to progress and review what's been achieved so far
- 40 minute Review call – evaluate progress made, cover off any outstanding challenges or issues and capture and schedule in any remaining actions.

You'll receive:

- Insight and clarity into your strengths and weaknesses to help propel the next level so you can allocate resources effectively;
- A clearly defined strategy for what's next including areas to focus on to position your organisation more effectively, improve your responses and increase your scores;
- Accountability for ensuring that you put the actions into place so you're ready for your next 'stretch' opportunity.

Package 2 has been specifically designed for SMEs and larger businesses with experience of tendering who are ready to meet their next level growth goals.

Tender Victory's Bid Coaching will help you:

- Get clear on your most effective bidding strategy so you can feel confident in how you're intending to use tendering to win new contracts and grow your business.
- Identify what resources you will invest to deliver that strategy.
- Create a plan and develop a list of agreed actions for you and the team so you know exactly what needs doing to make it happen.
- Create accountability for the process so you stay on track.

Your Bid Coach will be Claire Meredith. Claire is an experienced 1:1 coach, Bid Manager and Trainer. She will provide a blended coaching/consulting approach which brings her knowledge and expertise from tendering as well as high level coaching skills.

Our coaching is based on the ontological coaching style which is based on the premise that you know best about your business and industry. We combine that with our experience of tendering (all of us have worked both 'in-house' as Bid Managers and as consultants) to benefit your own approach.

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