

Bid Manager Placement

Purpose

To provide the Client with a contract Bid Management consultant to orchestrate the activities for the duration of the bid.

Bid Manager placements are used where there is a need for additional capacity or expertise.

Benefits

- Y An experienced professional Bid Manager with a track record of bidding and winning
- Y The quantity and frequency of bids are not uniformly distributed throughout the year; therefore using external but professional Bid Managers enables you to pursue more opportunities without compromising win chance or the robustness of the secured contract
- Y Our consultants can work in conjunction with your in-house Bid Managers to provide cross-skilling in proven techniques
- Y Support from a professional bid management organisation - while working on Client sites
- Y WPM consultants have back-up and support from WPM's Senior Management. Should they encounter unusual issues or requirements, they will be assisted in determining appropriate solutions

Method

Bid Manager Placements are successful when the right level and type of consultant is assigned to match the Client's environment and culture.

WPM will capture your key requirements to determine the profile of the type of Bid Manager required. Normally, a selection of CVs will be submitted to the Client.

Following successful selection, the WPM Bid Manager will start on the date and at the location agreed.
WPM's Bid Manager will work under your instruction:

The Hiring Manager will assign the Bid Manager to the specific opportunity to be managed

The Management Team responsible for approving the bid will provide direction for the WPM Bid Manager with respect to Go/No-Go decisions and approval of the Win Strategy

The WPM Bid Manager will define the resources required to produce a quality proposal in the timescale required and will manage these resources for the time they are assigned to the bid. He or she will also liaise with the Account Team throughout the bid. The account team should retain responsibility as the primary point of contact with your Client.

At the end of the placement the WPM Bid Manager will ensure there is a controlled hand-over of the Bid by producing a Lessons Learned report, which will contain recommendations for follow-on actions.

Deliverables

- Y Bid Manager
- Y Highlight Reports
- Y Lessons Learned Report

Reporting & Reviewing

The Bid Manager will issue:

- Y Weekly Highlight Reports to the Management Team and Hiring Manager
- Y Weekly Reports to WPM

Price

Please call 01244 852 544