

Bid Mentoring Service

Purpose

A quick and effective service to assess and define the key activities which need to be performed in order to maximise win chance and minimise the operational risks associated with the contract.

Benefits

- Y A dispassionate view of the opportunity will be provided
- Y Provides an extension to your Bid Manager's experience and expertise and enables skills transfer in a live environment
- Y Provides 'Health Warnings' on key issues that could adversely affect the bid
- Y A low cost service with high impact - the consultant guides existing personnel at key points within the bid, therefore keeping bid costs to a minimum whilst improving win chance

Method

WPM will appoint an experienced Bid Manager to act as mentor to the Client's Bid Manager for the duration of the bid.

The mentoring service comprises:

- Y Initial Meeting with your Bid Manager to gather key information and to provide initial guidance
- Y A Critique of your Clients' Invitation to Tender (ITT) or the Request for Proposal (RFP) - this Critique will include:
 - Notes on hidden or implied requirements
 - A summary of the key tendering rules
 - A warning list of potential pitfalls
 - Ideas for Sales Themes

Method Continued

- Y A Critique of the Bid Directive to provide feedback on the Win Strategy, Sales Themes and Proposal Structure
- Y A day's Coaching to be called off by your Bid Manager at a key point within the bid – this could be used, for example, to help identify the Win Strategy and Sales Themes, or midway through the bid as a means of completing a status review/sanity check

Deliverables

- Y Customer Requirements Critique
- Y Bid Directive Critique
- Y One day's Coaching

Reporting & Reviewing

The Consultant will report to your Bid Manager or the Primary Sales Contact for the duration of the service.

Price

Please call 01244 852 544