



BIDS AND TENDERS

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The ever-increasing requirement for Competitive Tendering requires Companies to divert valuable resource to enable a professional response with the offer price reflecting the residual risk.

Pro-Link can assist in this difficult and time-consuming phase so that you, the client, can apply the time to maximise the probability of winning whilst still maintaining business output.

Experienced in the demanding, highly competitive defence and oil/gas market Pro-Link skills allow the assessment of expressed requirements and the derivation of implied requirements.

Pro-Link are able to assist in the Tender process providing a highly Professional skill set to undertake the following tasks thus relieving the Staff to undertake their normal roles within the organisation.

Working with you to a set of clear agreed guidelines Pro-Link will compliment the technical solution and submission to an agreed format delivering the non-core activities as required. Activities in this category include such items as ARM, qualification routes, acceptance documentation, and of course documentation and manuals.

The Following are the areas that Pro-Link can assist your Company to enable a competitive and successful Tender:

Assisting with the tender

- Providing independent reviews in line with your company procedure or providing a recognised format.
- Assisting with Tender response formats
- Full breakdown of requirements:
 - Technical
 - Commercial
 - Quality
- We can assist in the preparation of various responses including but not limited to:

- Project Management
 - Quality Management
 - Environmental and Acceptance plans
 - Documentation.
 - Proposal Compliancy Verification
- As independent to the bidding company Pro-Link can provide a service such that the Tender responses are assessed against the requirement or a provided marking scheme.

To compliment the Tender response service we offer a Procurement and Sourcing facility:

- Supplier Sourcing & Selection
- Supplier Quality Assessment

Nearly every major Tender will involve a significant element of out-sourcing that requires the generation of Tender response documentation, supplier evaluation and direct discussions with any potential supplier. The success of any Tender will depend on the amount of time and effort put into the preparation, on-time delivery, quality of deliverables, and ultimate profitability of any Contract is directly proportional to the clear definition of the Tender submission.

For most Companies diverting their resource to action a Tender submission has negative effects on the day to day running of the Company but is correctly seen as crucial in driving risk from the tender submission, and consequentially a price reduction.