



WAYS TO ENGAGE

Making the most of your relationship with BidWrite.



Ensuring we'll be there when you need us.

We know tendering is fraught with uncertainty. RFT release dates slip, submission dates get fast-tracked and changing requirements can suddenly turn no-bid situations into attractive opportunities (and vice versa). This makes forward planning difficult. Finding and retaining good bid people is hard, and for many businesses there is no need to maintain this capacity full-time.

When things get complicated you need certainty, simplicity and a way to engage expertise that allows you to plan with confidence, so you can spend more time focussed on high-value winning and delivering activities.

Our **three engagement plans** provide that.

Each is designed for a specific type of client. Some need occasional support with the certainty of pre-agreed rates. Others seek the safety of having support locked in. And clients wanting to systematically improve their bidding performance value the security of having us alongside every step of the way.

Although each plan suits differing needs, all include preferential rates, exclusive membership to our Bid Club and special pricing for our growing range of Bid Academy training courses.

And when you choose to become part of the BidWrite community, **we'll have our very best people on hand to provide advice and support, whenever you need it.**

What you'll find included in our plans:



CAPTURE & LIVE BID SUPPORT

Provision of our proven live bid consulting services, as well as assistance with upstream tendering activities including pipeline planning, bid/no bid decisions, positioning and bid library development. Provided at preferential rates quoted per bid, or cost-inclusive in a Transform plan.



ACCOUNT MANAGEMENT

Regular scheduled catchups and a direct hotline to an appointed senior bid consultant, so you can discuss current needs, future opportunity resource planning and seek advice when you need it.



FIRST RIGHT OF REFUSAL

Grants you a time-bound first option to use our services for tenders falling within a pre-agreed industry and geographical scope. This puts you first in the queue for securing certainty of service provision.



BID CLUB MEMBERSHIP

Provides exclusive access to regular BidWrite webinars, meet-and-greet events, future trend information, community noticeboard and first look at helpful tendering resources not available to the general public.



BID IMPROVE PROGRAM

A 24-month learning and capability development program comprising an initial diagnostic audit, followed by a series of training modules focussed on people, organisation, process and technology/systems. Includes coaching and mentoring for staff to refine processes and practices.



BID ACADEMY

Access tender response training courses through our Bid Academy. Ideal for team members wanting to upskill through focused training and learn industry best-practice from expert practitioners.



If you've used our service before and want the security of a longer-term relationship, select a plan to suit from the following page.



ACCESS

For occasional clients seeking access to bid support services

Capture and live bid support provided at agreed preferential rates

Bid Club membership for up to four individuals

10% discount on Bid Academy courses

Openly available

\$950 +GST per annum



SECURE

For regular clients seeking service security and exclusivity

Capture and live bid support provided at agreed preferential rates

Bid Club membership for up to seven individuals

20% discount on Bid Academy courses

First right of refusal to use BidWrite

Dedicated account management with senior staff hotline

Limited availability

\$2250 +GST per qtr (<A\$10m turnover)
\$4950 +GST per qtr (A\$10–\$250m turnover)
\$8450 +GST per qtr (>A\$250m turnover)



TRANSFORM

For aspirational clients seeking systematic capability development

Capture and live bid support included for 24 months

Bid Club membership for up to ten individuals

Bid Academy courses included

First right of refusal to use BidWrite

Dedicated account management with senior staff hotline

24-month Bid Improve learning and capability development program

Available by invitation

Price on Application
based on agreed ROI pricing model

Frequently asked questions:

I'm a new client who's never used external bidding support before. How do I test drive your service without committing to a plan?

We actively encourage all new clients to use our service once or twice before committing to a plan. After our first experience working together, you'll be better placed to make a longer-term decision.

Why are Secure plans limited in number?

To avoid conflicts of interest, we don't support multiple clients competing for the same tender. Because each industry has its own market structure, we agree the geographical and goods and services scope with Secure plan clients in advance. This limits the number of Secure plans available, with agreements reached on first-come, first-served basis.

Why are Transform plans only available by invitation?

This type of plan won't suit every organisation. It requires a genuine and ongoing commitment from you, and us. Because of this, we want to ensure a good fit so that your investment in the program delivers the results we know it can.

I'm an existing client. Why can't I just call you when I need you, without having to commit to a plan type?

You don't have to commit to a plan. But by not doing so, you risk us not being able to support you when needed due to other organisations already having made an ongoing commitment to use our services.

How can Secure and Transform clients both have first right of refusal?

Secure and Transform plans meet different needs. Due to the intensive nature of our Transform programme, we only work with a small and Secure number of Transform clients at any given time. This coupled with active client portfolio management guarantees no first right of refusal clashes between Secure and Transform clients.

How does the ROI pricing work?

Simply put, our ROI pricing model for Transform plans is based on a percentage of anticipated tendering revenue gains, calculated using a bespoke set of before and after bidding metrics. This ensures we are both in it to win it.

Genuine partnerships bring better results, faster.

We all enjoy working with people we know, like and trust. It can be frustrating when those people and their services are not available, and doubly so if they are being engaged by a competitor.

Our range of engagement plans give you the opportunity to ensure we'll be there when you need us, bringing the benefits of proven expertise, established working relationships and an intimate knowledge of your business.

Tendering is too important to leave specialist support to chance.

Call your trusted BidWrite contact now, or reach out to **Shane Diprose**, BidWrite Client Relationship Manager, on + 61 459 209 160 or sdiprose@bidwrite.com.au

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