

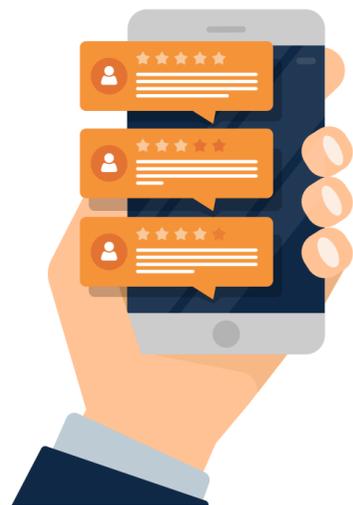
What you need to start tendering in the public sector

Translatable experience

Public sector organisations tend to only do business with suppliers that have a successful track record.

Your experience can come from the public or private sector but it must relate directly to the contracts you wish to tender for.

If you're a new company, you need to give evidence of translatable experience that members of staff have from previous roles.



Financial credibility

You have to prove that you are a financially credible organisation!

You can provide:

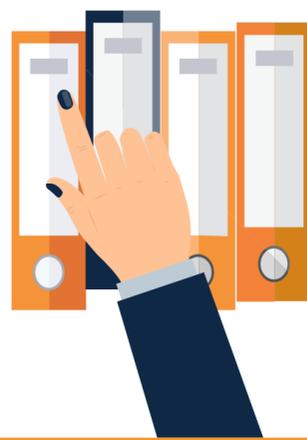
- Profit and Loss Account/Income Statement ✓
- Balance Sheet/Statement of Financial Position ✓
- Statement of Cash Flow for the most recent year of trading ✓



Compliant governance

Ensuring you have the required policies and processes in place for you and your subcontractors or partners is key!

- Health and Safety ✓
- Equality and Diversity ✓
- Quality Management ✓
- Business Continuity/Disaster Recovery ✓
- Supply Chain Management ✓



Bid writing & ICT skills

You need to be comfortable using eTendering processes like:

- Accessing documents ✓
- Using procurement portals ✓
- Uploading and submitting bids ✓

Effective bid writing requires a mix of skills including:

- Technical authoring ✓
- Narrative copywriting ✓
- Numeracy ✓
- Attention to detail ✓



No matter what industry you work in, if you're bidding on public sector work, Tenders Direct could be the key to your company's growth.

To find out more

visit tendersdirect.co.uk or call 0800 222 9009