

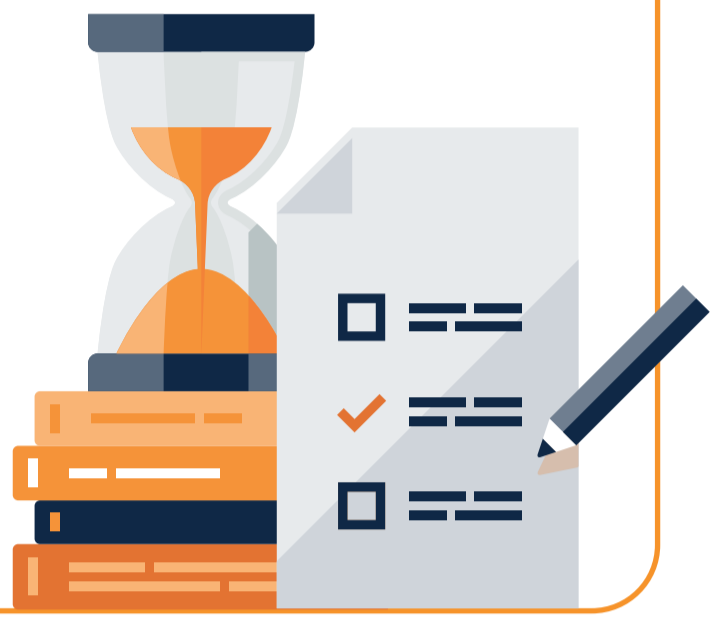
# Start tendering in the public sector

Getting ready to bid for public sector contracts for the first time can be a challenge – but one that's well worth taking on!

Our top tips on your first steps to public sector success

## Ensure you qualify

Make sure you satisfy all the qualification criteria before committing to a bid. You'll need a variety of standard and industry-specific certifications and processes in place, especially for high value contracts.



## Seek expert advice

You can fast-track your preparation by engaging with more experienced contractors or professional bid consultants – don't muddle through it alone!



## Supply to an existing contractor

This is a great entry point to public contracting – the experience and references you gain will strengthen your pitch when you start bidding.



## Select realistic targets

Once you're confident that you can bid solo be smart about which opportunities you target. Lower value contracts below the OJEU threshold have the least stringent qualification requirements and are often overlooked by larger operators.



## Joint bids/consortia

Consider partnering with other suppliers – overheads can be lower and it puts wide-ranging contracts within your reach.



## Create a project plan

If your bid team is small – and especially if you're a solo bid writer – thorough planning is essential. Make sure you plan for the possibility of delays, especially when you're working with multiple teams or departments.



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.

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