

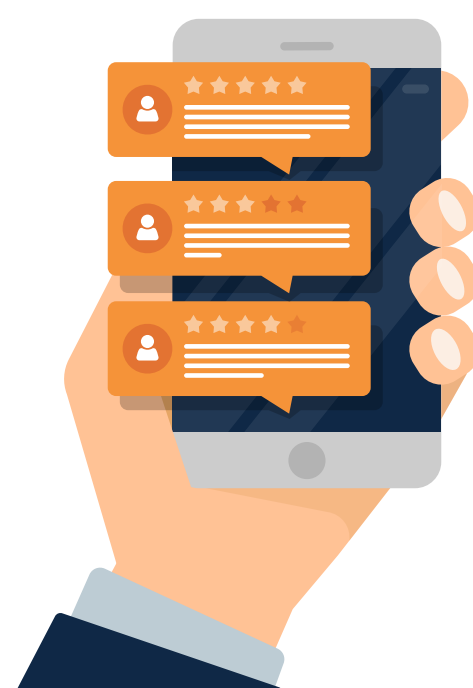
# What you need to start tendering in the public sector

## 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!**

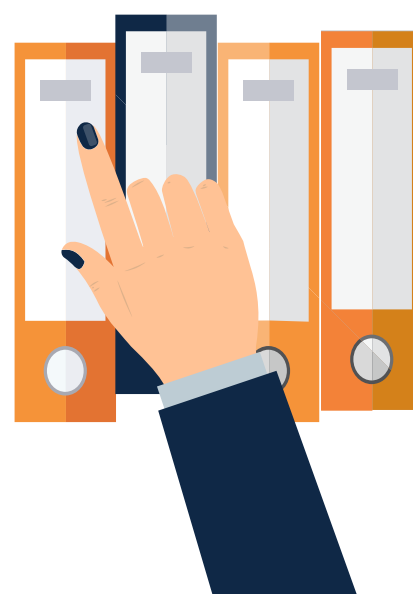
Health and Safety ✓

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](http://tendersdirect.co.uk) or call 0800 222 9009**