

A day in the life of John – a public sector supplier using **Tenders Direct**



1. The day starts, it's time for John to get up

2. John receives daily email alerts from **Tenders Direct** flagging up new tender opportunities



3. He notices a tender that his company might like to bid for

4. He clicks on the link to view the full contract notice



5. John shares the tender with the team – they decide to bid for the work

6. John submits his pre-selection stage response and gets through to the next stage



How can we improve?



7. He realises his company don't have the resources to create a winning bid response

8. John starts looking for help with bids – he speaks with his **Tenders Direct** account manager and they suggest some bid writing training



9. John researches **Tenders Direct's** range of training courses – he sends his team on a 1 day course.

10. The team come back and make more informed amends to the bid response



11. They submit the bid

12. They are shortlisted and have to make a presentation to the buyer



13. They make a great pitch thanks to the course which shared some useful training tips

14. The buyer published the contract award notice – John's company win the bid

