

BID IN THE BOX?

How confident are you of winning that tender?



Stop crossing your fingers...

Winning your next tender is vitally important.

It keeps you in business and your people in jobs. Every tender you submit needs to be a potential winner.

At Plan A, our team of expert tender writers and bid managers don't do much finger crossing. We roll up our sleeves and help our clients to:

- Write tenders that stand out
- Develop bid strategies that win.

No matter how large or small your requirements, we'll provide a writer or a full bid team – ready to go the extra mile.

When your bid goes in the box, it'll be the best it can be.

and contact Plan A.

We are experts in writing and managing tender responses for all industry sectors:

- Infrastructure
- Professional Services
- Health and Social Services
- Facilities Maintenance
- Technology
- Funding Applications

Regardless of your sector, Plan A will work with you to achieve winning results. We can:

- Develop winning bid strategies
- Write your tender from scratch
- Manage content
- Proof read, edit and format
- Arrange graphic design and presentation
- Train your own bid team – check our Lift Your Game details below.

See overleaf to meet our experienced team...

Lift Your Game

Training in Tender and Proposal Writing



Learn the secrets of winning tenders from the experts – Plan A.

FULL DAY COURSE

\$750 plus GST* per person

* Earlybird Price if booked and paid one month in advance \$699 plus GST per person.

* In-house courses available, POA. Minimum numbers apply.

REGISTER FOR AN UPCOMING COURSE:

Go to: www.plana.co.nz
Email: training@plana.co.nz
Call: 0800 PLAN AA (752 622)

To receive your complimentary copy of Tendering Tips & Tricks, email us at: tendertips@plana.co.nz

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Meet the Plan A Team...



Heather Murray



Chris Worth



Kerrie McEwen



Christina Low



Alec Brown



Erica Welsford



Cathy Sneyd



Jan Marsh



Kathy Jamieson



Andrew Denton



Kirsty Buchanan



Rebecca McGarry



Caroline Boot



Tim Duffett

Five reasons why using Plan A makes perfect sense:

1. We know what the evaluators look for

Plan A is the ONLY tender writing company that also works closely with tender evaluators.

We understand the scoring systems and preferences, and we know where the benchmarks are.

2. We have more experience in bid writing than anyone else

Yes, it's a bold statement, and yes, it's true. Since 1998, we've written thousands of winning bids, in just about every industry sector. Ours is the largest team of professional bid writers in Australasia.

We bring a depth and breadth of tendering know-how that can't be matched. Plus scalability (a whole team of skilled people who hit the ground running to deliver compelling documents, even in a rush).

3. Independent, robust reviews and guidance on strategy

With detailed knowledge of civil contracting and engineering (among many other markets), plus unrivalled access to knowledge of scoring systems and evaluation methods, Plan A brings expert independent critical review capability to your bids.

We'll ask the right questions and challenge your internal perceptions when needed, to deliver the most compelling case possible.

4. Masters of organisation – the fine art of bid management

Our tender development processes have been stress-tested to the max. We're skilled at collating inputs from your technical specialists, via editing, interviewing, workshopping or writing it ourselves.

We manage content development, review and production processes tightly so the document comes together like clockwork.

5. You can get on with your day job

Professional Tender Writers and Managers take the heat off your tenders.

You can be confident that Plan A will produce a compelling, polished bid that gives you the best chance of winning.

Take the stress out of tendering, do what you're best at, and relax ...

You've got the experts on your side!