



BID SUBMISSION MANAGEMENT

**Cultivating
success by
getting to the
root of Bid
Management
challenges**

Much has been written about Business Development challenges. Companies, and their executives understand the problem and there has been many solutions available to address it. However, meaningful progress at most companies have been elusive. In South Africa, and around the world, industries are operating in extremely dynamic environments – some would argue unprecedented environments. Services providers cannot address these challenges, in the industries they work in, without robust business development support. At whichever stage of the bid submission you are, we can help you achieve your commercial objectives. Our bid management team is comprised of: bid writing, legal, risk, compliance, industry specialists, and technology professionals – all of which, where needed, ensure effective execution.

Pursuing procurement opportunities can represent a huge opportunity cost for medium and large businesses alike. The Synergetic Consulting eliminates the need for you to dedicate substantial resources required for rigorous bid submission processes. Our experience in managing procurement exercises within the public and private sectors means we understand how important winning those contracts are to businesses but it also means we can help you compete and increase your chance of being successful. Our team provides you with the right people, with the appropriate bid management solutions.

SUBMISSION MANAGEMENT APPROACH



Developing a proposal management plan and project schedule



Developing the proposal outline / structure early in the process



Establishing a well-defined team with clear roles and responsibilities



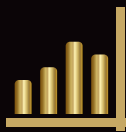
Use of compliance matrices that are regularly monitored and reported on



Clear and frequent communication with the proposal team and client



Designing, layout, formatting, proofreading and printing



Proactively managing milestone dates



Proactively managing risks, issues and quality

**Our team -
The right people.
The Perfect Solution.**



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