



Top Ten **Bidding Tips** or Why you wont win bids at bid stage

- 1.Be prepared + have a plan for managing bids
- 2.Develop + update evolving responses (using feedback)
- 3.Think business not buildings
4. Know your client + clients customers
- 5.Know your industry sector (best practice)
- 6.Know your position (KPI's Benchmarking)
- 7.Know your team (suppliers, partners, subcontractors)
- 8.Know the buzz (Green / Sustainability / Local)
- 9.Go beyond 'quality' - be different!
- 10.Know your 'story' with real Evidence

How 'healthy' are your bids?

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leading and supporting improvements in the built environment



Top Ten **Bid Document Traps** or How to deselect yourself

- 1.Not Answering the Question
- 2.Not Answering all the Questions
- 3.No Evidence provided
- 4.Response is too short / too long
- 5.Difficult to navigate
- 6.Exceeding Word Limits
- 7.Not helping the assessor
- 8.Poor referencing
- 9.Assuming 'familiarity'
- 10.Not a team
- 11.Not checking submission

Bid check ups available !

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