

10 ways we can help with your next tender.

At eXceeding, our comprehensive tender support services will help improve the efficiency and effectiveness of your organisation's procurement activity.



1

Free up resource and enable your internal teams to work on more organisational-critical tasks.

2

Coordinate the necessary input from all of the key stakeholders.

3

Provide essential category or market knowledge to get the best out of the tender process, especially for large or complex projects (e.g. IT, FM, outsourcing, public sector procurement).

4

Understand your strategic organisational or category needs and translate that into a practical solution.

5

Ask all the right questions and nail down the scoring criteria. This helps the supplier understand the requirements and gives you the best chance of selecting the right solution.

6

Create clear and concise tender documentation based on best practice and lessons learnt from running hundreds of tenders through our tender writing services.

7

Benchmark against the marketplace and adhere to compliance or frameworks. This makes everything auditable and transparent and leaves you with a process that can be replicated for future tenders.

8

Review contracts so you are offered the best commercials, terms and conditions.

9

Open and maintain communication between you and the supplier, including negotiations at the selection stage, to achieve best value and accountability in the ongoing relationship.

10

Support the transition from current to desired state and beyond with supplier relationship management.

Ultimately, our aim is to give you unbiased information and tender management expertise so that you can select the right supplier and solution, at the right price, to achieve your strategic goals. **Speak to us today.**