



the bid toolkit

Enabling Change



1. Introduction & Context
2. What you do
3. What we do
4. What we're both missing



Growth
ignition


the challenges for suppliers




struggling to gain
insight into
clients drivers
and how to
prepare well for
bids



only an industry
average **win rate**
on an
unpredictable
and short term
pipeline of
opportunities



losing bids **on**
quality
submission
scores and
compliance
issues



A simple step by step online process and guide for delivering winning bids and proposals

Developed in consultation with some of the worlds best bid and proposal experts, it's a constant reference point and training tool throughout the bid lifecycle

Live Learning



the bid toolkit



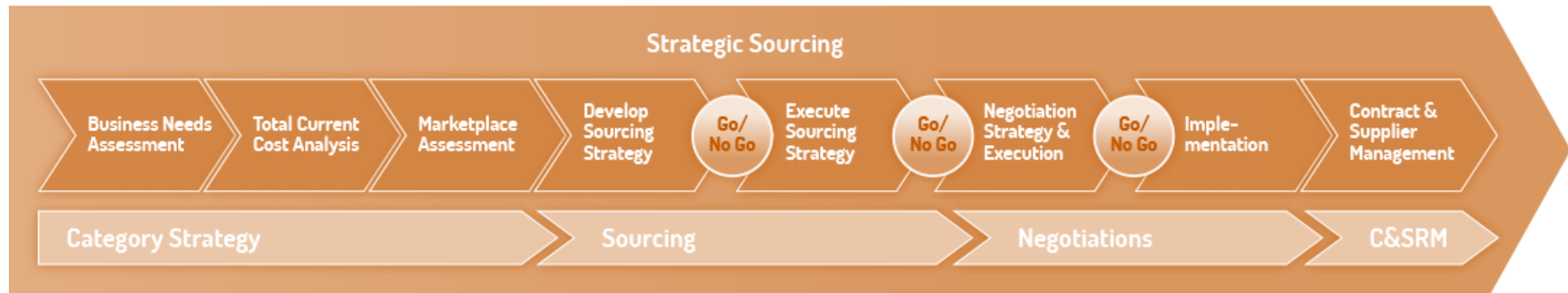
Our collaboration agreement



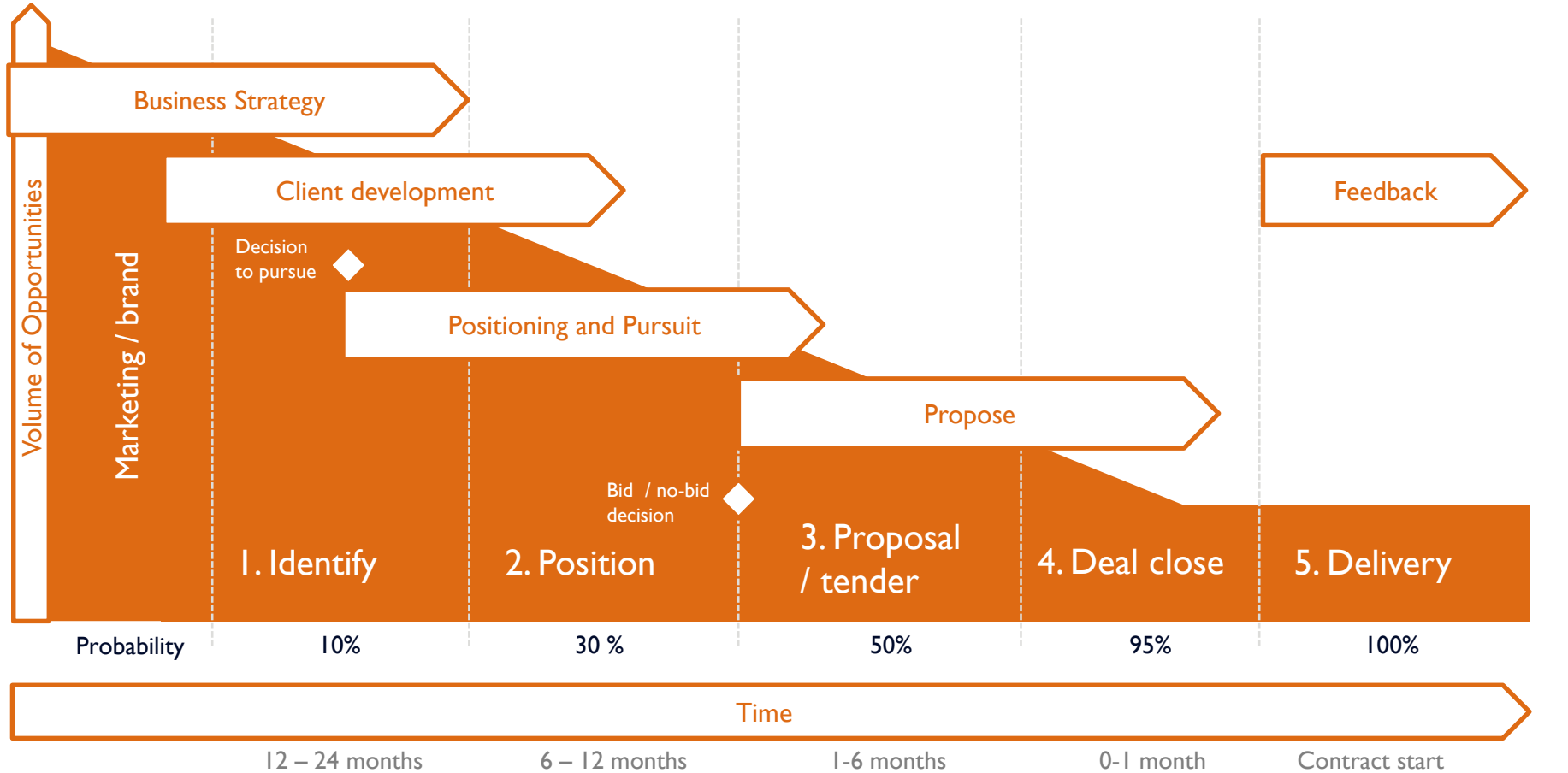
Improving the supplier experience, driving efficiency for buyers



What you guys do

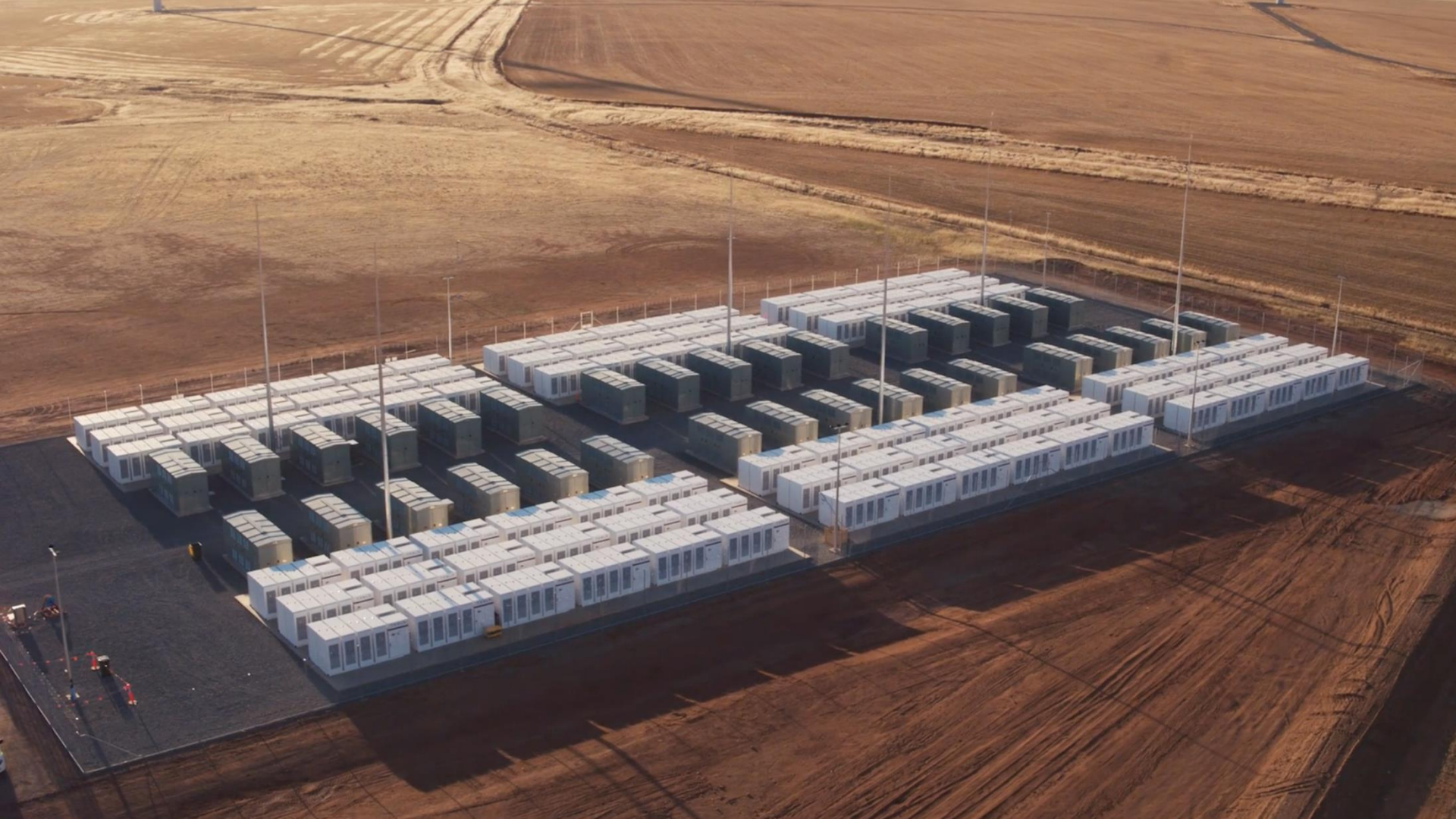


What we do









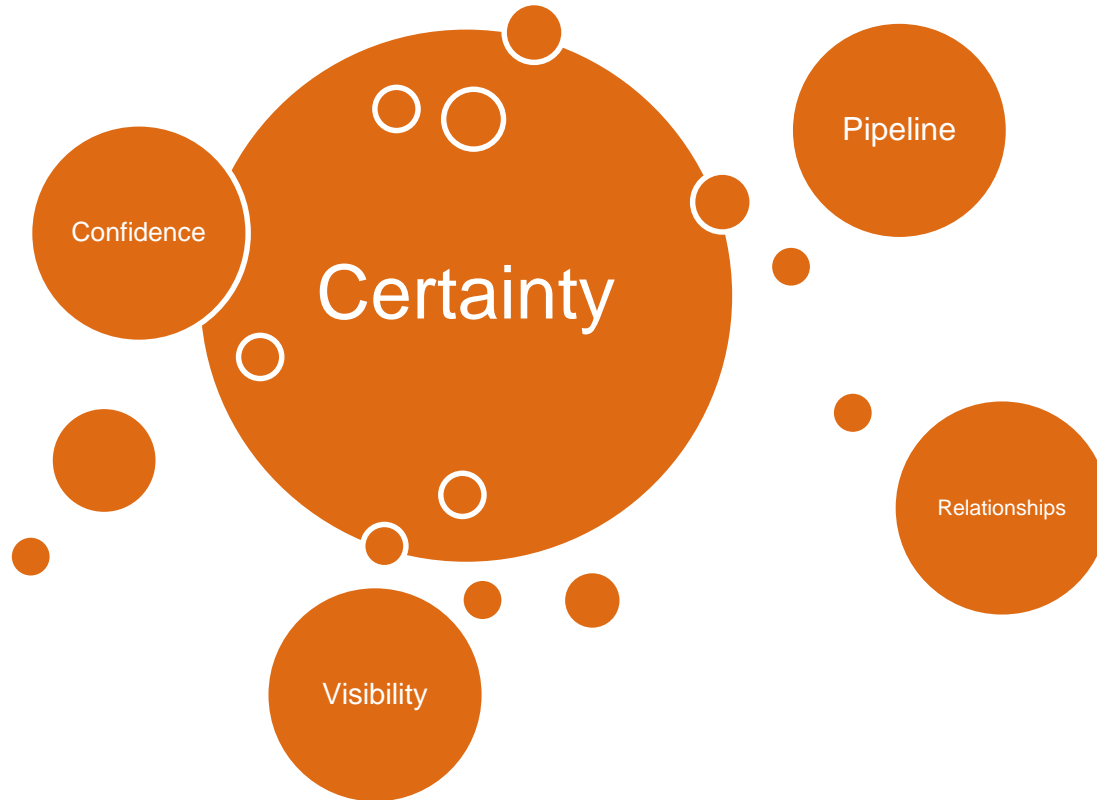


**"CODE" CRACKER
GITHUB CHALLENGE**
WIN A YEAR-LONG ACCESS TO GITHUB'S
GITHUB FOR A YEAR
DEADLINE
GITHUB

CityCherry

30

What do suppliers need to generate real value for clients?



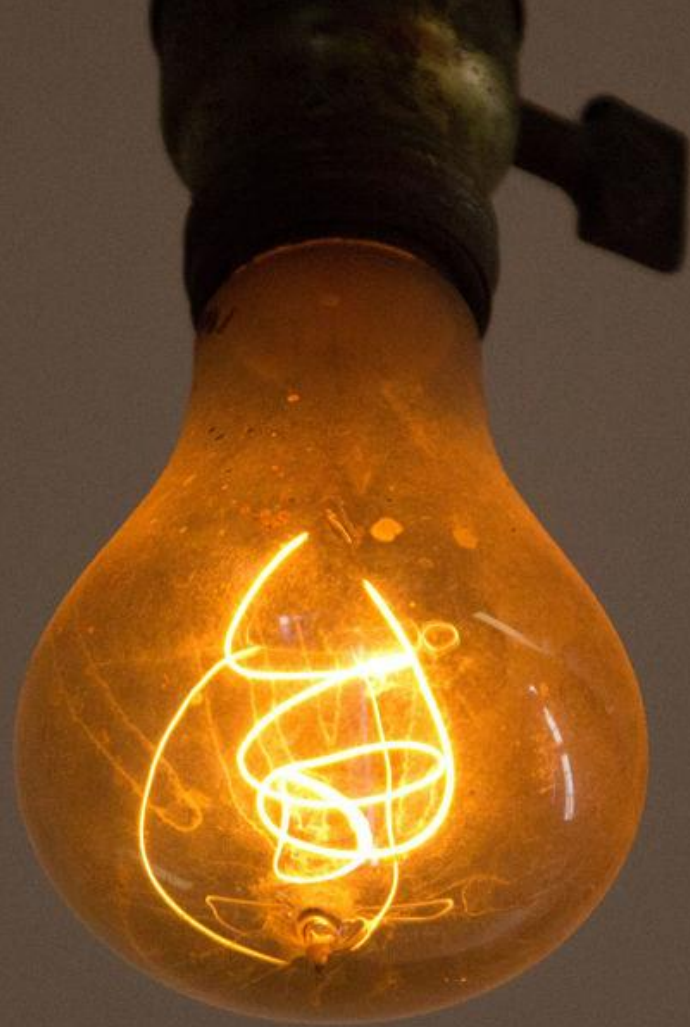


WE

ME

YOU

A word cloud visualization of the 2010-2011 Business Week survey results. The words are arranged in a circular pattern, with 'social enterprise' and 'non-profit organization' being the most prominent. Other visible words include 'philanthropy', 'for-profit', 'humanitarian', 'corporate social responsibility', 'cause marketing', and 'social enterprise'.





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Any questions?



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