



Bid Management Services



Using Procurement to Generate Business Opportunities

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Daft or Doable?

- Procurement is reactive; tendering happens in light of perceived requirement
- Limited use made of Expressions of Interest (EoI)
- Majority of tenders are too small to achieve major economies of scale/value for money
- Best time in a decade for public sector to issue tenders; prices have collapsed
- Better and more use of fixed priced competitive tendering is one approach
- Deliver efficiencies identified by Bord Snip Nua
- Ideas set out in the presentation are deliberately provocative

Idea 1

A photograph of an offshore wind farm. Several white wind turbines are visible, standing in a field of low, choppy water. The sky is overcast with grey clouds. The image has a purple tint. A semi-transparent white rectangular box is overlaid in the center, containing the text "Offshore Wind".

Offshore Wind

Offshore Wind

- **BASIC IDEA:** Tender for right to exploit all high potential locations for offshore wind projects
- Issue EoI on foot of Marine Institute/SEI assessment of wind generation potential, SEA having been completed, outline planning having been secured via SDZs, and grid connection contracts agreed
- RFT to issue to all compliant bidders
- UK granted rights (Jan. 2010) to energy companies willing to invest €75 billion in 6,400 offshore wind turbines (20,000 jobs)
- Is CER's Gate 3 too slow?
- Use same methodology for tidal and ocean energy

Idea 2



Electric Vehicles

Electric Vehicles

- **BASIC IDEA:** Tender for provision of supporting infrastructure
- Potentially the single biggest carbon project for the island of Ireland
- Island ideal test bed for ambitious project
- Issue EoI which sets out Government strategy, including options; get feedback from marketplace on what is achievable and optimum technology platforms
- EV manufacturers will only respond if there are clear investment intentions
- Seek one provider by RFT; highest bidder gets the gig
- By 2030 all cars will be EVs; 350,000 by 2020
- Again, significant job opportunities

Idea 3

A high-speed photograph of water splashing, showing a large central droplet and several smaller ones, with concentric ripples spreading outwards. The background is a soft, out-of-focus light blue. A white rectangular box is overlaid on the center of the image, containing the word "Water".

Water

Water

- **BASIC IDEA:** Tender for one national provider
- Current spend is €1bn/year
- NDP expenditure (to 2013) €4.7bn
- Greater Dublin Strategic Drainage project will cost €2.6bn
- Too many small scale projects put out to tender
- Price of barrel of potable water is over €100
- Current responsibility scattered around too many (34) local authorities
- Will only work if all buildings are metered
- Put Eol out to test market appetite for a single provider

Idea 4



School Building Programme

School Building Programme

- **BASIC IDEA:** Seek tenders for delivery of construction in units of €100m
- Provide bidders with list of approved projects (with full design and other details) and seek tenders for a fixed price lump sum contract
- Require bidders to identify how many schools they will build/refurbish from the list
- A bundle of projects of this magnitude could deliver significant value for money
- CAPEX in 2009 was €630m
- Would make it easier for Department of Education and Science to roll-out a more ambitious building programme on a much quicker timescale

Idea 5



Debt Collection

Debt Collection

- **BASIC IDEA:** Local authorities seek one national service provider for all debt collections
- One tendered recently for the collection of domestic waste collection only
- Seek tenders on basis of payments based on percentage of monies collected
- Monies generated should be re-cycled into community projects

Idea 6

Enterprise Ireland



Enterprise Ireland

- **BASIC IDEA:** EI seek competitive tenders from 50 companies on basis that up to €1m available for all high performing projects
- Current levels of grant aid too small and bureaucracy complicated
- Target SMEs
- Incentivise entrepreneurs to kick-start their businesses
- Side benefit would be to reduce EI's high administration-to-grants ratio



Idea 7



Single Number

Single Number

- **BASIC IDEA:** Tender for provider of Single Points of Telephone Contact
- Issue Transforming the Public Sector feasibility study as part of Eol
- Then issue detailed RFT in light of feedback received from potential suppliers
- Benefit to general public would be easy access to all public services e.g. 111 to contact HSE and all hospitals

Idea 8



Retrofitting

Retrofitting

- **BASIC IDEA:** Seek tenders for delivery of retrofitting programmes using three/four nationwide providers
- SEI has already outsourced scheme administration (Home Energy Saving Scheme)
- Current situation is that dozens of firms provide services
- Some 1.2 million homes need energy efficiency upgrade; progress to date too slow
- Potential to create 30,000 jobs (IIEA, 2009)

Idea 9



WEEE

WEEE

- **BASIC IDEA:** Tender for provision of a national WEEE treatment facility with €10m in Exchequer capital funding
- UK WRAP is useful precedent
- D/EHLG should seek tenders on basis of detailed RFT which demonstrated financial viability, and assured load
- Project can receive Exchequer funding without EU State aid complications if open competitive tender used
- Could also be applied for national plastics and/or paper recycling projects

Idea 10

Microgeneration



Microgeneration

- **BASIC IDEA:** Announce availability of €25m/year in REFIT and seek tenders for delivery of nationwide micro-generation projects within this budget
- One provider could then install kits having regard to available resources
- Same principle could apply to biofuels, anaerobic digestion and biomass projects
- At present there is no national strategy for the delivery of RES projects other than wind

Idea 11



Cleantech R&D

Cleantech R&D

- **BASIC IDEA:** Issue competitive tenders for five projects with a commitment of €10m by way of grant aid
- Ireland is under-investing in R&D; Intel's Craig Barrett's key message
- Level of grants needs to be of scale to attract significant partners with international expertise
- Cleantech not a current priority
- Basic principle could apply to R&D grants for all sectors

Idea 12

The background of the slide is a close-up, slightly blurred image of several Euro banknotes. The focus is on the large, stylized number '100' on a note, with other notes and the text 'EKT EKP 2002' visible in the background. The overall color palette is a mix of purple and white.

Electronic Payments

Electronic Payments

- **BASIC IDEA:** All social welfare payments to be paid electronically by one service provider
- Issue EoI to find out how this could best be done and to assess risks and possible solutions
- Then issue RFT to reflect feedback received
- Could use Dublin Integrated Ticket Smart Card as one medium
- Once 'proof of concept' proven, then extend progressively to all Exchequer payments

Idea 13

A woman with long, dark, curly hair is standing next to a large Samsung monitor. The monitor displays a nature scene with a tree and a body of water. The woman is wearing a patterned, short-sleeved top. The background is a light-colored wall with a subtle pattern.

Promotional Campaigns

Promotional Campaigns

- **BASIC IDEA:** Set fixed fee and ask bidders what they can do for this sum for all promotional campaigns
- 'Power of One'
- Dublin's Metro/DART Delivery Campaign
- Same principle could apply to PR and advertising contracts

Idea 14

A black and white photograph of a group of graduates in caps and gowns, smiling and looking towards the right. The image is overlaid with a semi-transparent purple rectangle containing the text 'Institutes of Technology'.

Institutes of Technology

Institutes of Technology

- **BASIC IDEA:** Out source non-essential personnel, accounting, pension and payroll functions on a fixed fee basis
- Issue TPS feasibility studies by way of an EoI and test market appetite
- 14 IT and over 20 other third level institutions could be included
- Once 'proof of concept' proven, progressively extend shared service to other public bodies (including local authorities and large Departments and their agencies e.g. D/ETE)


Idea 15

A person with their back to the camera, standing in a grassy field with arms outstretched, looking towards a large white wind turbine in the distance under a cloudy sky. The scene is overlaid with a semi-transparent white box containing the text 'Environment Fund'.

Environment Fund

Environment Fund

- **BASIC IDEA:** Seek tender proposals from both private and public sector project promoters
- Revenue comes from plastic bag levy and waste facility fees
- Current arrangement is that €50+ Fund goes to public projects only at discretion of D/EHLG
- Arguably anti-competitive

The background of the slide features a close-up, slightly blurred view of several Euro banknotes. The notes are arranged in a fan-like pattern, with the 100 Euro and 10 Euro denominations being most prominent. The text 'EKT EKP 2002' and 'ECB EZB EKT EKP 2002' is visible on the notes. The overall color scheme is a mix of purple and blue tones.

Conclusions

Contact Details



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SERVICES

- Bid Compliance Auditing

- Bid Document Management

- Bid Packaging and Presenting

- Bid Presentation Coaching

- Bid Proofreading and Editing

- Bid/No-Bid Workshop

- Training in Bid Management

OUR RECENT WORK



Bid to win

Your written proposal may be your organisation's first chance to make an impression on your target customer, so it is crucial that you submit truly first-class documents for each opportunity you pursue. But are your proposals always as good as they could be and better than those of your competitors?

Proposal and tender response documents are becoming increasingly important in the business process, as organisations progress through the financial, technical and commercial procurement process.

Assembling and managing bid teams, sourcing and organising content, reporting status in real time to key stakeholders and producing winning response documents is often difficult for sales teams that are typically occupied with numerous sales activities and the ongoing need to manage relationships with clients and prospects. The result can be time and resource consuming bids, managed by busy sales professionals and prone to producing inconsistent results and bid documents that may contain inaccurate information.

