



A corporate culture which encourages openness, engagement and the sharing of skills and resources has many advantages for an organisation, but such a culture is also a major source of advantage within the competitive tender process. The fourth core competency essential for successful tendering is, therefore, working together to share corporate resources, and to build resilience, speed and competitiveness.

CORE COMPETENCY 4: Working Together

Sharing corporate resources, building resilience, speed and competitiveness.



The Risks

Very few organisations have a corporate-level pursuit team with all the capabilities required to submit a winning tender simply sat together waiting for an opportunity to arrive.

A Diverse and Busy Team

The reality is more likely to be a centralised project management and coordination function supported by subject matter experts with existing responsibilities.

The effort required to ensure good teamworking between individuals should not be underestimated, particularly if they are located in different time zones.

Asking the Wrong People

Ensuring that the most-able individuals provide guidance and knowledge is essential in a time-constrained environment. If the right people are not available then there may be a tendency for the pursuit team to look for answers. This is not only time-consuming but can create resentment among individuals that are being asked to contribute but who don't feel adequately prepared or informed.

Poor Quality Answers

When contributors aren't committed to the process, inevitably the quality of responses will suffer.

Silos of Information

Without the right processes and supporting tools for collaboration in place, silos of Information can reside within particular divisions or geographies which are then not leveraged to their full potential.

Knowledge Is Power

Without a corporate culture that encourages, supports and rewards knowledge sharing, unhelpful attitudes can persist, with little fiefdoms jealously protection their own knowledge.

Working Together: Best Practice Goals

- Optimise remote resources with a high level of collaboration, information sharing and communication.
- Move quickly and efficiently to provide the right responses.
- Encourage knowledge sharing across disciplines and within peer groups.
- Promote opportunities to upskill and reward individuals who do so.
- Use the tendering process, tender contributions and feedback within professional development frameworks.
- Use audit tools to ensure a higher level of compliance and encourage tender process improvement.

The Strategy

Key to bringing together remote and busy individuals and engaging them in the complex and critical project of submitting a tender is a high level of collaboration, information sharing and communication.

A Cultural Shift

Effective collaboration may require a significant cultural shift within some organisations, or divisions of them. However, effective processes and workflows supported by modern communication and collaboration tools can assist and support this change.

Communication is Key

For the duration of each tender, leverage automated workflows and collaborative tools to support the entire pursuit team.

Online Forums

Creating online forums and groups for specific professional disciplines can be an extremely effective engagement tool. Aim for an environment where professional development and knowledge can be shared, peer reviewed and fed into the tender process.

Working Together: Actionables

- Implement a technology solution to facilitate collaboration.
- Establish internal forums & allocate time for the most-able people to participate.
- Recognise helpful contributions in the annual appraisal process.

Ready to find out more? Get in touch.



+44 (0)1783 854 422



enquiries@tradaxgroup.co.uk



www.tendereyes.co.uk



Tradax-Group-Ltd



TradaxGroupLtd