



WWW.BID-NO-BID.COM

Call 01264 355679



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WWW.BID-NO-BID.COM - Overview



- The leading online bid assessment system
- Web based application designed to encourage collaborative decision making
- User name and password protected
- Easy 20 step process with guidance along the way
- Generates graphical indicator at the end of the process and a PDF summary
- Automatically stores bid no bid evaluations for you to refer to and work on at anytime
- Data hosted in UK
- Unlimited 24 X 7 access



WWW.BID-NO-BID.COM – Mission Statement



“Our mission is to provide companies with a practical and intuitive business tool that adds value; and helps focus on the validity, the risks involved and the resources required to win more projects.”



WWW.BID-NO-BID.COM – Recent Research



Recent research based on 6,000 participants on Business to Business Sales and Sales Management practices, reveals that winning sales organizations are nearly twice as likely to have a process for knowing when to stop investing in a large deal.

The research is based on deals that involve more than 4 decision makers and took longer than a quarter to close. According to the study only 15% of most organisations have such a process, compared with 29% of the winning outfits.

This is a huge blind spot for most Sales and Bid Managers, and for General Managers who have to balance the books, it is an area of cost that should come with some pre-conditions.



WWW.BID-NO-BID.COM – A Reality Check



Often bids are received at short notice, and the deadlines to respond are akin to Mission Impossible!

Hard pressed Bid Managers and Sales Directors need to evaluate which deals to go for and which to decline. Accept this position and you will win more business overall. Companies burn large amounts of cash every year because they fail to *QUALIFY* the bid opportunity.

Using the bid-no-bid™ on line tool will focus attention on all the key areas affecting the decision making process and ensure that if the chosen path is to BID, then it is a team effort in every sense of the word.

In the real world bid processes are rarely done in isolation.



WWW.BID-NO-BID.COM – The Process



Web based, access 24x7, with online storage, and read/write access to your bid no bid evaluations

The process is broken down into 20 consecutive sections



Each section is based around key aspects of bid engagement posing questions, opening up areas for internal debate and ultimately giving a choice of answers. When the answer is given, you proceed to the next question, although of course you can go back and change your answer



After working through the question set, the system generates a report that is based on researched weightings and will help to make the investment call



In our experience, the best bid-no-bid™ decisions are made when turned into a collaborative event to get input and “buy in” from all stakeholders



WWW.BID-NO-BID.COM – What results can I expect?



A much more systematic and thorough bid evaluation process

A great way to get input from all stakeholders that will be involved in the sales and delivery process.



Get that participation going, and leverage everyone's knowledge, using your judgment to drive for best possible conclusion



Creates a mind set that challenges current process and opens the door to new ideas



Instead of bidding for everything or just turning your back on some bids, (that you should actually compete for!) the system makes you more discriminating, which ultimately leads to focussing on the right deals and **WINNING MORE!**



WWW.BID-NO-BID.COM – Health Warning



The model provides a high level, “first pass” evaluation of the risks associated with a project. It will aid the project team and management in deciding which opportunities to focus on and the risks that must be managed to ensure project success. It is meant to provide guidance and assistance in making a bid-no-bid™ decision.

It should not be viewed as a set of rules nor as a substitute for good business judgment, that is what you are there for!



WWW.BID-NO-BID.COM – How do we sign up?



Call 01264 355679

email your details to: customerservice@bid-no-bid.com

Register online at www.bid-no-bid.com

We look forward to welcoming you.

