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Tendering for contracts can be a tricky and time consuming process, particularly when you're not used to it. It may be worth asking for guidance from someone in your industry who's done it before, or paying a professional to check your documentation – or even write it for

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and grow, or it may be to continue working with a certain supplier. In both the public and private sector, tendering is the most common way of securing work. Above all tendering is a competition, and the most economically advantageous tender (MEAT) bidder will be selected through

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Top 10 tips to winning public contracts

Tip #1: Plan ahead Put together a timetable for completing your tender

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response and make sure you stick to it. This enables you to work back from the final tender deadline, ensure you have all the documentation in order and up to date, allow sufficient time for proofreading before submitting and so on.

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As the lifespan of the average UK resident continues to grow, as does the need for domiciliary care. Over recent years the issuing of domiciliary care tenders has risen drastically. The personal care of the elderly and the disadvantaged and vulnerable is

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A series of videos to help SMEs and
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1. Understand The Task At Hand.
Before you begin to chase a contract,

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you must take some time to meditate on a plan to secure the contract. It is important that you understand the financial commitments if there is any, figure out a plan to provide adequate funds to pursue the contract and stick to a budget.

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The UK government has set targets to increase the number of small businesses it deals with to a third. This would mean an extra £3 billion per year going to small businesses. This course is designed to show small

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businesses where to find contract
opportunities and what information
they need to have in place to bid for
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contract you need to: Write a great CV that highlights your skills and experience as a contractor - this will help you find a more lucrative contract) Establish your contractor rate. This will stop you wasting your time with contracts that pay too little and make your contract hunt a smoother

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where to start when it comes to winning military contracts. Improving your knowledge of defence procurement is the best place to start. On the DCO website you will find information and resources that will help you to do this.

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Keep yourself visible, accessible and relevant. The golden rule of consistently bagging the best contracts holds even more true post-Covid. As the virtual working model takes over and face-to-face networking is put on

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hold for the foreseeable future, having a relevant and accessible online presence is critical.

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UK infrastructure spending has reached a record high and the

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Government is working to meet its pledge of awarding 33% of public sector contracts by value to SMEs by 2020. Housing and infrastructure are two of the Government's main focuses for 2019 and their plans encompass the expansion and diversification of the construction sector.

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If you want to win public contracts, you will need to start considering social value. Social value has once again been on the agenda in the last few weeks, with the UK government planning to announce that businesses wanting to win public sector contracts will have to do more to help improve

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