



Expert Bid Support Service Plans

Market Intelligence

- ▶ Knowledge – APS are commercial experts that are able to guide our clients through the tender process and provide expert advice that gives our clients competitive advantage.
- ▶ Time and Resource - APS can access hundreds of private and public sector opportunities and unlock procurement portals which take time to search.
- ▶ Expert Bid Writing - APS can provide advise on bidding strategies and bid writing that will vastly improve you quality proposal and improve your chances of success.
- ▶ Value – APS provides value, not only in the quality and cost of its market intelligence service, but because it allows our clients to focus on what they are good and not waste time and resource on tendering.



Business Development – Price Plans

providing realistic tendering opportunities for you to grow your business

GOLD

- Appraisal of business capability and potential markets to target
- Search to identify the latest opportunities to fit your company's business plan
- Apply on your company's behalf to obtain RFQ / PQQ / Invitation to Tender documents
- Manage the bidding process on your behalf, providing commercial advice and bid writing services
- Preferential rates to support the bid presentation

SILVER

- Appraisal of business capability and potential markets to target
- Search to identify the latest opportunities to fit your company's business plan
- Apply on your company's behalf to obtain RFQ / PQQ / invitation to tender documents
- Preferential rates to support bid writing and tender reviews

BRONZE

- Search to identify the latest opportunities to fit your company's business plan
- Monthly report of opportunities search including contact details of buying organisation

OPPORTUNITY SEARCH AND BID SUPPORT



APPRAISAL OF
BUSINESS CAPABILITY
AND POTENTIAL
MARKETS TO TARGET



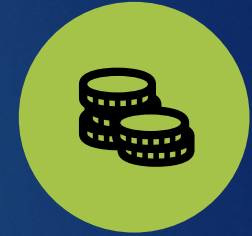
SEARCH TO IDENTIFY
THE LATEST
OPPORTUNITIES TO
FIT YOUR
COMPANY'S
BUSINESS PLAN



APPLY ON YOUR
COMPANY'S BEHALF
TO OBTAIN RFQ /
PQQ / INVITATION
TO TENDER
DOCUMENTS

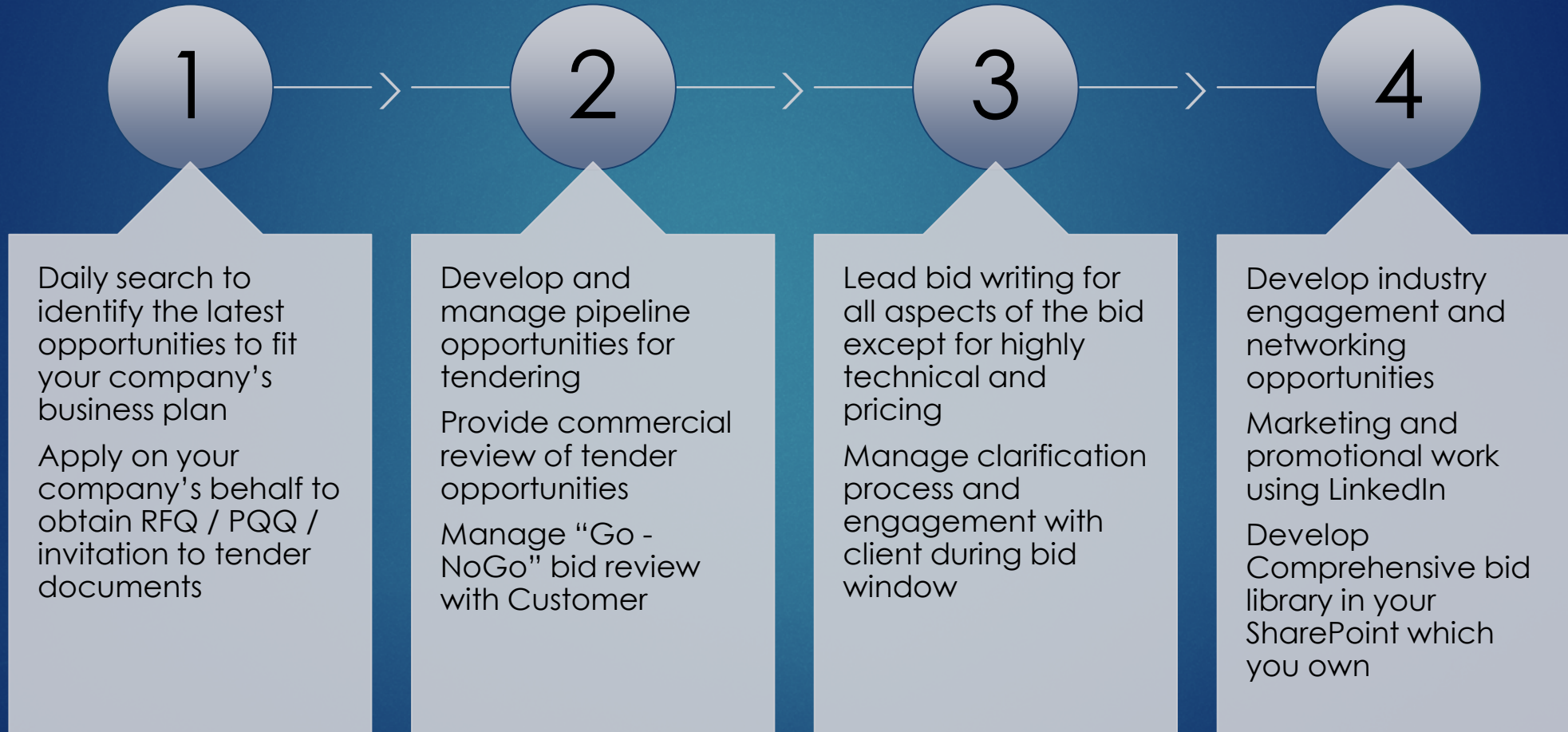


MANAGE THE
BIDDING PROCESS
ON YOUR BEHALF,
PROVIDING
COMMERCIAL
ADVICE AND BID
WRITING SERVICES



DELIVER VALUE BY
IMPROVING YOUR
BIDDING CAPABILITY
AND FREEING UP
YOUR STAFF TO DO
WHAT THEY ARE
GOOD AT

Deliverables



Benefits



Frees up your senior team to perform more value adding activities



Increases your capability to pursue pipeline opportunities for tendering



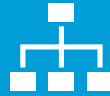
Likely to result in a more diverse client base and less dependency on a small number of Customers



Continued Growth



Develop and harness a network to generate brand awareness and market interest



Network - Develop network of contacts across a range of industries with particular focus on contacts in security, asset and estates management, facilities management, procurement and project management.



Brand – Establish brand presence through professional company page and senior staff profiles.



Marketing - Engage in content marketing through publication of company news, case studies, general news feeds, CSR news, etc



Engage - Target contacts to enhance relationships and generate leads for new relationships and ultimately win new work.