

Are you Bid Ready?

Our 15-Point Scoresheet

Section 1: Strategy and Opportunity Fit

Score (0-2)

Bid readiness statement

1. We have a clear process to check eligibility and mandatory criteria before we start drafting any response.
2. This opportunity clearly fits our strategy, core services and target geographies, rather than pulling us into off-strategy work.
3. We understand the buyer's objectives, constraints and likely concerns, as well as the competitive landscape for this contract.
4. We have clear, buyer-specific win themes that the team is aligned on before writing starts.
5. We have enough time and internal capacity to produce a strong, compliant response, including at least one full review.

SCORE FOR THIS SECTION:

Section 2: Capability, Capacity and Governance

Score (0-2)

Bid readiness statement

1. We have relevant experience and case studies at a similar size, scope and complexity, with references ready to use.
2. We can deliver this contract without overstressing business as usual, and operational leaders are involved in qualification decisions.
3. Our financials, insurances and risk profile meet typical public procurement expectations, and the necessary evidence is easy to produce.
4. Core policies, certifications and governance documents are in place, current, and stored in a way that makes them easy to retrieve for bids.
5. Roles, responsibilities and escalation routes for bids are clear, with a named bid lead and sponsor who can make timely decisions and approvals.

SCORE FOR THIS SECTION:

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Section 3: Evidence, Content and Submission Quality

Score (0-2)

Bid readiness statement

1. We maintain an up to date bid library with reusable, reviewed content, case studies, CVs and standard annexes that people actually use.
2. Our tender documentation, templates and standard attachments are complete, current and easy to adapt for new opportunities.
3. We have skilled writers and reviewers who understand what evaluators look for and what a bid writer does, either in house or through reliable external support.
4. Our pricing is developed alongside the written response, and our pricing model and narrative together present a clear, coherent value story.
5. Every submission follows a structured process for review, sign off and final submission, including quality, compliance and portal checks before the bid is uploaded.

SCORE FOR THIS SECTION:

TOTAL SCORE:

Contact us

For more information or to speak to one of our bid experts about your results, please contact us using the following information.



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