

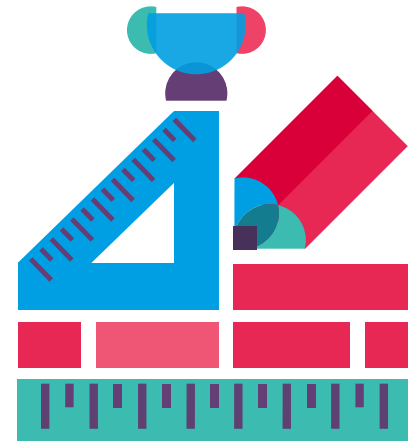
Giving
you the
competitive
edge

in Construction
and Engineering

Helping teams win for over 35 years

Bids and proposals just won't hit the mark in the construction and engineering market without careful planning by well-managed teams.

Our team has enabled organisations to win more, and helped some top companies secure major deals in the government and commercial sectors.



Here's what we bring:



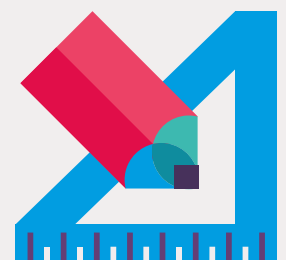
We bring you an in-depth understanding of complex buyer processes and techniques.

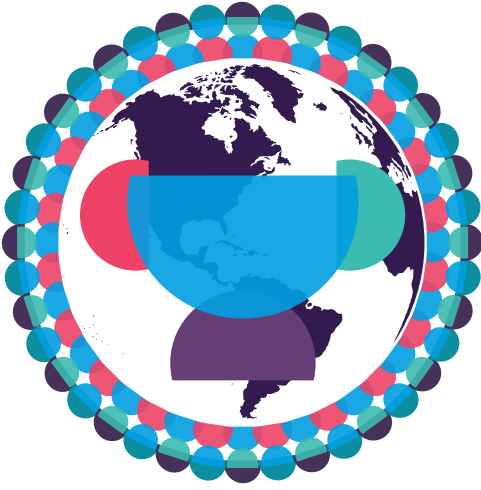


We have exceptional experience in winning bids, proposals and pitches for our customers.



We're experts at collaborating and improving efficiency to lighten the load on complex bid and proposal projects.



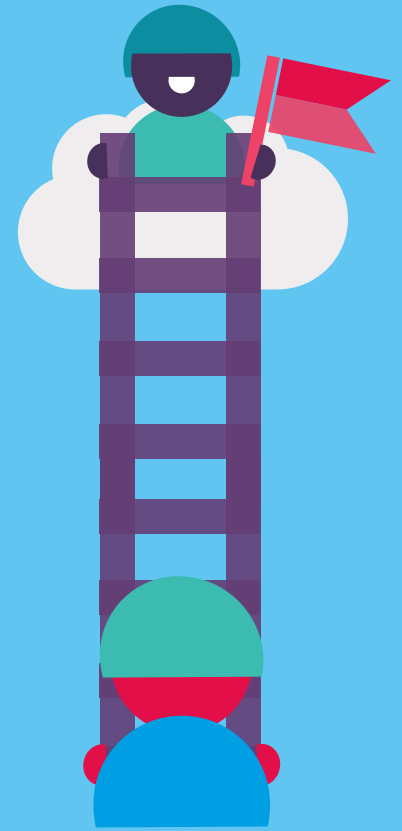


Winning is in our team's DNA.

We're a close-knit team who are always ready to work with you – whatever the assignment requires.

We bring a team of experts in campaigns, bids, proposals and presentations. It's not only our people's talent, skills and expertise that makes us so sought after. It's the unrivalled experience we bring, along with our positive and friendly approach.

We share best practices actively across our teams, continually pushing and helping one another to reach even higher standards.



What we do:



Win bids



Train to win



APMP certification



Capability improvements

Challenge

Key issues in your sector and how we can help

Intense competition

Making complex technical solutions clear and precise

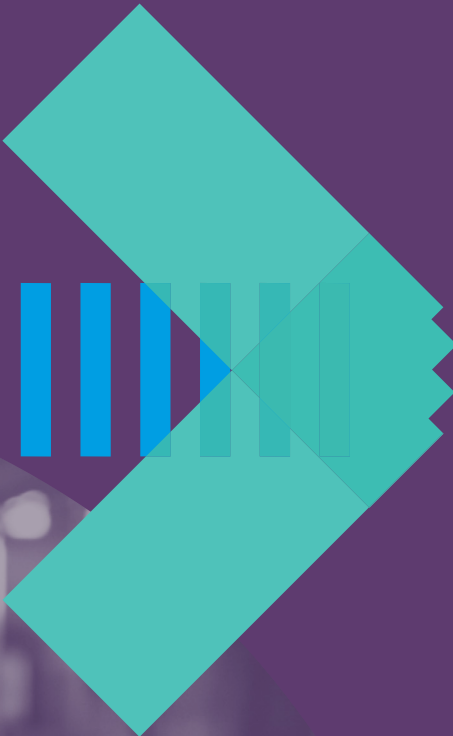
Building trust, and demonstrating experience

Pricing and cost competitiveness

Collaboration, coordination and stakeholder engagement

Environmental and sustainability considerations

Adopting AI



Solution



Proposal strategy and positioning:

Big ticket contracts mean lots of competition, so having good competitor intelligence is fundamental – and then telling a differentiating story.



Simplified and persuasive communication:

It's rare that one company can deliver everything customers want, so being able to engage and manage inputs from partners is critical, as well as pulling together compelling propositions for often highly complex requirements.



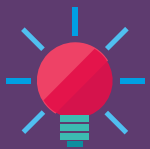
Case studies and client testimonials:

Customers need to trust in your ability to deliver, so it's essential you build that trust and credibility by demonstrating your experience and capabilities before and after you submit the bid.



Competitive and clear pricing strategies, value propositions and value engineering:

In an intensive market, pricing and cost competitiveness will make a big difference on your chances of winning, so having effective price-to-win strategies is important.



Proposal development support:

Review and approval processes, getting through things like 'settlement', careful collaboration, coordination and stakeholder engagement.



Incorporating sustainable practices:

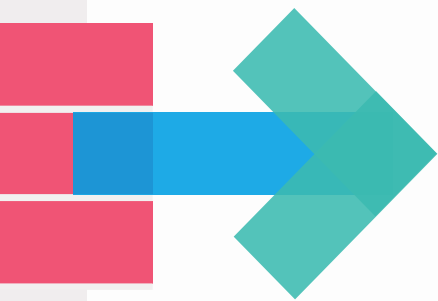
Environmental and sustainability considerations are ever more prevalent. Showing consideration to the profound impacts on the local area is critical.



Changing ways of working:

Understanding the right use cases and tools to adopt, and how to refresh your ways of working to safely benefit from using AI.





Success stories

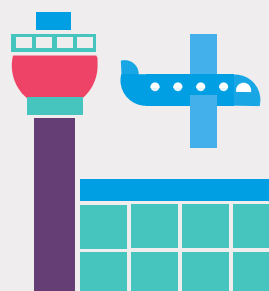
UK construction partnership

Highest scoring submission across multiple lots for multibillion healthcare contract



International consultancy and construction company

Successful bid for a major European airport expansion



UK-based construction design partnership

HS2 station design contract win



UK-based construction design partnership

Successful bid for multimillion-pound national design services contract in the rail sector



Major construction / engineering company

£250m business secured through DEFRA framework



Major government construction framework win

100% scores achieved on all responses for UK Government framework

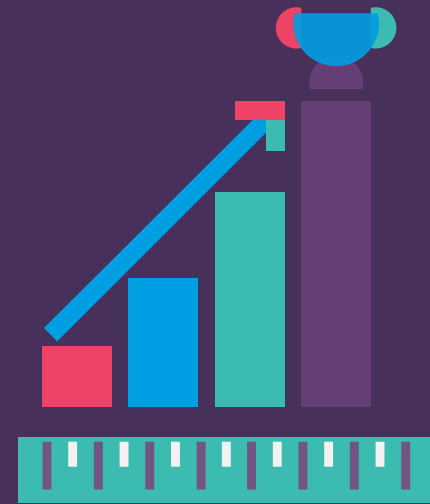


Major engineering company
22 opportunities to improve win rates identified



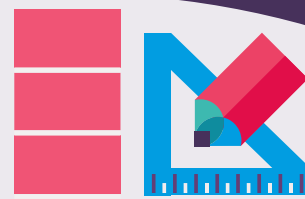
Major construction / engineering company

£150m won across five contracts



Global professional engineering services firm

Win rate increase of 39% in 12 months



Major construction/ engineering company

£2bn single-source framework win



An award-winning team, with over 35 years' experience

Helped clients **win billions** with a capture rate of over **90%**



Over **15** years as an APMP Accredited Training Organisation
Association of Proposal Management Professionals

Over **35** years serving clients globally

Working across all major industries including both the public and private sectors



More than **40** highly experienced professionals



Proven processes and tools

Try our free-to-use tools:

