

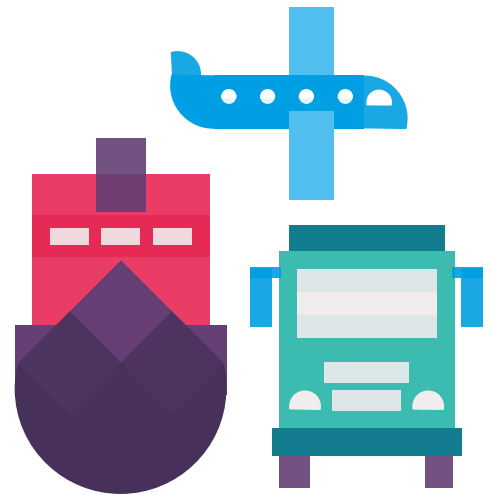
Giving
you the
competitive
edge

in
Transport
and Logistics



Helping teams win for over 35 years

The transport and logistics sector has a huge and varied range of deal types across both government and commercial customers. Our teams have helped many businesses in your sector.



Here's what we bring:



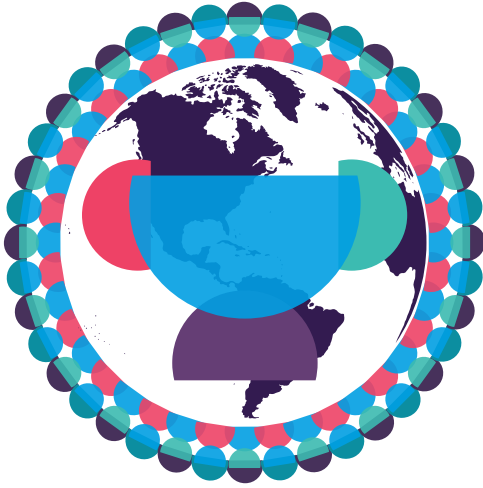
An in-depth understanding of complex buyer processes and techniques.



Exceptional know-how in winning bids, proposals and pitches for our customers.



Efficiencies to lighten your load as you put successful bids together.

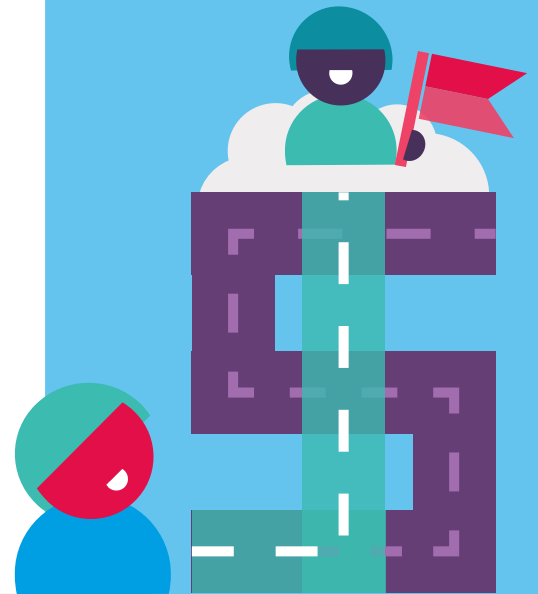


Winning is in our team's DNA.

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

Key issues in your sector and how we can help

Challenge



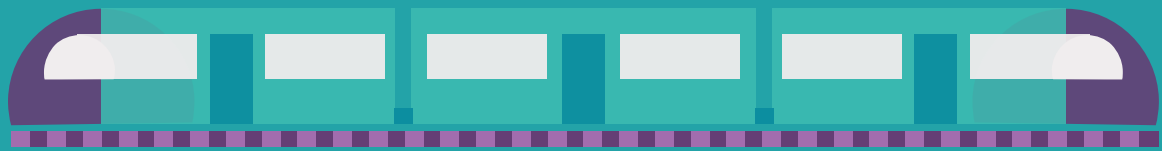
Adopting AI

Solution



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.



Building trust, and demonstrating experience



Stringent regulatory requirements



Case studies and client testimonials:

Supplying passenger-based services or providing services that are a vital cog in an organisation's business is a serious business, so fostering confidence and establishing a strong reputation before, during and after the submission is extremely important.



Expertise and documentation support:

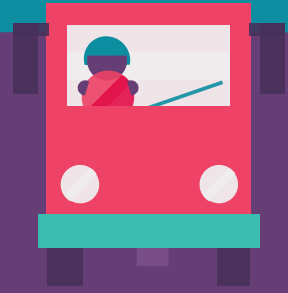
Winners need to show rigorous adherence to regulatory standards and compliance. The emphasis on compliance not only safeguards against potential disruptions but also reflects a commitment to ethical business practices, a critical factor in securing contracts.



Intense competition



Making complex technical solutions clear and precise



Proposal strategy and positioning:

We'll help you develop a clear proposal strategy that highlights unique value propositions, key differentiators, and competitive advantages. This will ensure you stand out from the crowd and increase your chances of winning bids.



Simplified and persuasive communication:

We'll help you to present intricate technical solutions with clarity and precision – a challenge when submissions can contain multiple complex plans. Your message won't get lost.



Pricing and cost competitiveness



Environmental and sustainability considerations



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

We'll help you develop competitive, value-for-money pricing strategies that align with client budgets and requirements, while maintaining profitability.



Incorporating sustainable practices:

We help you go beyond demonstrating compliance, to mapping out the associated cost savings, ensuring you have a positive brand image, and showing how you provide long-term resilience to your customer.

Success stories

Global digital advertisement company

£1.1bn contract win across major London transport systems

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

UK-based construction design partnership

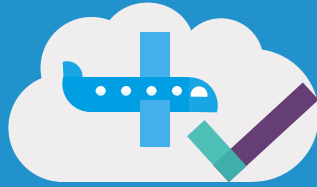
Successful bid for Network Rail's railway systems integration partner on the ECML



Malaysian infrastructure conglomerate

Successful bid for multibillion-pound rail contract

Major transport company win



Secured new airline routes at London Luton airport

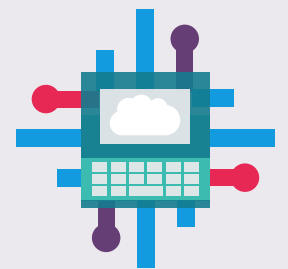
Major transport company win

Sole passenger ground transportation supplier to Stansted airport



Global professional engineering services firm

Win rate increase of 39% in 12 months



Multinational IT equipment and service company

100% success rate three major crown commercial services wins

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:

