



## DATA SHEET

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### tendering assistance

PSI Asia Pacific is able to assist service providers and suppliers in the planning, design, development and submission of tender responses. Our detailed understanding of procurement processes, in particular evaluation methodologies, places us in a unique position to provide critical insights into a buyer's expectations. PSI Asia Pacific will add value to any tendering process through:

- Recognition of the buyer's underlying procurement drivers and objectives.
- Definition and mapping the specified and unspecified evaluation criteria.
- Determination of the most effective way to present solutions to the buyer, emphasising the benefits and value for money offered.
- Identification of the proof required to substantiate a tenderer's claims.
- Identification and management of risks as the buyer perceives them.
- Assessment of the relative merits of proposed innovation.
- Development of response documentation.
- Executive Summary development and presentation / briefing / training.
- Conducting 'dummy' evaluations of draft tenders as green, blue and red teams.
- Financial modelling of optional solution models.

PSI Asia Pacific supports these services with extensive research and experience, proven response templates, facilitated analysis, and training; all of which have been successfully applied to complex procurement processes for governments since 1991.

#### procurement & grants management

business case development

tendering management

grants management

contract performance management

tender & grants application assistance

probity & corporate management

probity advice & audit

compliance assessment

corporate governance review

corporate responsibility

business improvement

program & project evaluation

business process review

solution implementation

cost models and financial analysis





## process framework design and management

The key to successful tendering is to fully understand and respond to the buyer's requirements within the context of the project objective. To gain that understanding it is necessary to:

- analyse the Specifications or Statement of Requirements;
- assess the capability of your business to satisfy the specified requirements;
- prepare a compelling internal business case;
- consult with the buyer to clarify any issues;
- recognise your strengths and weaknesses;
- assess the strength of your probable competitors;
- consider options for strengthening your capability through teaming with sub-contractors or consortium partners;
- develop a solution and price it realistically;
- test and refine your response against the buyer's expected evaluation process;
- present a tender in a fully, or close to fully compliant state; and
- deliver your submission and be prepared to respond to clarification questions and provide follow-up information or briefings.

## benefits of having us on your tendering team

PSI Asia Pacific will apply its capabilities to add value to your tendering process, and submission. Our experience spans a broad range of national and international public and private sector clients, and includes a diverse range of goods and services. From this expert base, we will provide the following benefits:

- Independent and innovative tendering ideas that get the buyer's attention.
- Successfully matching the submission to the buyer's evaluation strategies and methodologies.
- Applied market awareness and research.
- Facilitation of tender / stakeholder teams, while maximising skills transfer.
- Very high quality drafting capability, and effective proof-reading.
- Experience in constructing and managing red, blue and green teams.



More information on how PSI Asia Pacific can assist in your tendering process, please contact us through our website: [www.psiasiapacific.com.au](http://www.psiasiapacific.com.au) or email us at [psi@psiasiapacific.com.au](mailto:psi@psiasiapacific.com.au)