

TENDERWRITING™

# WELCOME TO TENDER WRITING

Our **Tender Writing** service is for businesses who either don't know how to tender, don't have any writing capabilities in house, or those who need support to cover sick leave or maternity cover.

This service is priced per bid and we provide a full breakdown, so you know how long it will take, what we will need from you to be successful and when you will see an initial and final draft, allowing you to block out the relevant time in your diary.

Our team of professionals have decades of experience, and we write to win. Giving you the confidence that your bid is in good hands.

We increased our success rate from 83% to 87% in the last 12 months and we've done that by helping you make sensible decisions. Our procurement experts will always tell you the likelihood of success, so you can make a judgement into whether the investment made with us is a good investment.

Let us, help you

# S U C C E E D <sup>TM</sup>

## BACKGROUND

**Hudson Succeed** is a part of the wider **Hudson Group**. Hudson's is a perfect blend of people mixed with innovative technology, which works to one common goal – **Growth**.

We want to make tendering accessible to all size businesses and it is our Group's vision to grow every single business that engages with the Hudson brand.

Our procurement experts have an extensive amount of experience on both sides of the table – **Buy and Supply**. This ultimately provides you with the fundamental skills and the knowledge needed to succeed.

Our professionals have produced winning submissions for nearly two decades, spanning all business sectors as well as sitting on the buy side of the table, marketing and critiquing bids against scoring mechanisms provided.

This puts us in an incredible position to fully understand what it takes to be a successful bid writer.

One off bids are often just the start of our relationship with clients. Clients use it as a stepping stone to a more structured agreement of outsourcing bid writing responsibilities. If this is the case, we've got that covered. Check out **Tender Manager**, a retained service focused on feeding into your growth strategy on a monthly basis.

**TENDERMANAGER**<sup>™</sup>

## HOW WE WORK

**We like to keep things simple.** We don't create over-complicated processes which make working with us difficult. We operate a methodical yet flexible approach that is accustomed to your needs!

We will master the production of tender documents for your business and we do this by careful extraction of information from your team in a structured and streamlined way.

# THE PROCESS

### Step 1

Get in touch with Hudson  
Succeed and we will assess  
the tender at hand.

### Step 2

We advise what is needed from  
you to ensure we are writing  
the best possible response.

### Step 3

We provide you with a time bound  
action plan for all **Tender Writing**  
activity and collaboration.

### Step 4

We manage all elements of the  
tender, including clarifications,  
writing and submission.

### Step 5

We will follow up the notification of  
award and handle all correspondence  
& feedback on your behalf.

### Step 6

We undergo a free assessment on your  
long-term bidding needs and offer  
bespoke packages going forward.

# DELIVERY TEAM

## BID MANAGEMENT



Jill Hudson  
**Growth Director**



Daniel Hall  
**Head of Bid Management**



Ashleigh Philips  
**Bid Liaison Manager**

## BID WRITING TEAM



Nick Eyley  
**Bid Manager**



Emma Nelson  
**Bid Writer**



Benjamin Glaister  
**Bid Writer**



Jack Grayson  
**Bid Writer**

## BID CREATIVE



Kathryn Johansen  
**Head of Creative**



Rachael Irvine  
**Bid Designer**

## WIDER TEAM



John Hudson  
**Group CEO**



Charlotte Jarvis  
**Bid Research**



Marie Fisher  
**Client Relations Manager**



Rebecca Morland  
**Portal Specialist**



Nicola Hughes  
**Opportunity Tracker**



Rebecca Gallagher  
**Tender VLE  
Videographer**



Stephanie Hague  
**Tender VLE  
Videographer**

SUCCEED™

## WHY CHOOSE HUDSON SUCCEED?



Customer first ethos



87% success record



Real time  
information 24/7



Support over 700  
businesses



3 UK offices



Experienced Writers  
& Mentors

SUCCEED™

Proactive, Supportive &  
Knowledgeable



Winning team

# SUCCEED<sup>TM</sup>

## INVESTMENT

We want to help you succeed so we've created a package which is affordable to all size businesses.

Every tender is different! More or less time may be needed for one over another.

Each quotation we provide will be tailored to the size/scope of work needed.

As mentioned, we are flexible and will write what you want us to write. This may include shared writing responsibilities between us and you! Day rates start at £400 +VAT. This also includes professional advice on how well your company is positioned to win.

If tendering is a key income strand for your business. You may want to look at our Tendering Portals which is part of our sister business **Hudson Discover**.





## OUR PORTALS



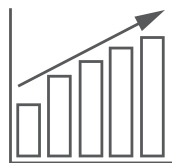
### CREATIVE

[www.creativetenders.co.uk](http://www.creativetenders.co.uk)



### TECHNOLOGY

[www.technology-tenders.co.uk](http://www.technology-tenders.co.uk)



### FINANCE

[www.financetenders.co.uk](http://www.financetenders.co.uk)



### CONSULTANCY

[www.consultancytenders.co.uk](http://www.consultancytenders.co.uk)



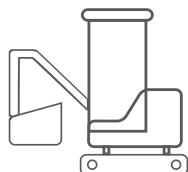
### FACILITIES

[www.utilities-tenders.co.uk](http://www.utilities-tenders.co.uk)



### RESEARCH

[www.researchtenders.co.uk](http://www.researchtenders.co.uk)



### CONSTRUCTION

[www.construction-tenders.co.uk](http://www.construction-tenders.co.uk)



### HR

[www.hrtenders.co.uk](http://www.hrtenders.co.uk)



### HOSPITALITY

[www.hospitalitytenders.co.uk](http://www.hospitalitytenders.co.uk)



### LOGISTICS

[www.logisticstenders.co.uk](http://www.logisticstenders.co.uk)

# DISCOVER™

# HUDSON™

## FIND OUT MORE

**Are you interested in finding out more or speaking with one of our experts?**

Call Jill Hudson or Daniel Hall today.



**Jill Hudson**

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0203 051 2217



**Daniel Hall**

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