

CASE STUDY

Agape Care



Situation

Agape Medical Health Care Ltd is a growing, leading provider of quality healthcare services, with core competency in providing quality care home services to both the private and public healthcare sector. They provide recruitment services to residential care homes, nursing homes, recovery centres, private hospitals, and the NHS, integrating healthcare assistants and nurses harmoniously with their existing workplace culture.

With ambitious plans to expand operations, Agape Medical Health Care were keen to identify tender opportunities to work with local authorities and providers of social care.



Tasks/Challenges

Agape worked closely with Hudson Succeed to identify a framework opportunity which was ideal for the business to grow and expand their operations. Hudson Succeed fully managed the tender submission, ensuring the standard selection questionnaire was fully and compliantly completed as well as working closely with Agape to understand key business drivers to deliver a fully tailored quality questionnaire response



Activity

The team successfully submitted the tender submission ahead of the deadline, but upon completion of assessment, Agape was informed that their submission had been disqualified. Hudson Succeed intervened, and acting on behalf of Agape, were able to highlight that the buying organisation had made an error and disqualified the submission by mistake.





Results

Specific results achieved under this project are as follows:



Through **close collaboration**, Hudson Succeed were able to **deliver a highly scoring** tender submission, which originally was incorrectly disqualified due to a buyer error.



Utilising expertise from throughout the Hudson family, the error was highlighted and **rectified** which in turn **secured a framework place** for Agape.





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“Hudson Outsourcing recently diligently managed a bid on behalf of Agape Medical Healthcare Limited, assisting us to put forward a strong written submission and handling all aspects of our SQ. When our submission was assessed, we were initially informed that our application had been unsuccessful, however, by following the expert bidding and procurement guidance of Hudson, we were able to highlight that the error was in fact with the buyer. As a result our application was accepted, and we were awarded a place on a prestigious framework which will significantly benefit our business.”

Hilary Harrigan
Director
Agape Medical Healthcare Ltd.

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