

# ADVANCE™

## Bid solutions to deliver the best possible outcome

Having built an unrivalled and enviable reputation in the provision of expert support and thought leadership to the procurement sector, Commerce Decisions is uniquely placed to provide advice and guidance to the bidding community.



We offer a consultancy-led solution comprising a Bidder Training Course and four distinct phases of support underpinned by the ADVANCE™ software.

Our **Expert Bidder Training Course** has been designed to empower bid teams with the confidence and expertise required to prepare the best possible bid submission. It reveals the challenges facing Government buyers and what they are looking for, plus how you can address this in your bid. This one-day session also de-mystifies AWARD® and the Commerce Decisions' methodologies, enabling you to optimise your submissions.

"The CDL Methodologies training day was an eye-opening experience for the entire bid team [...] I wish we'd had this information to hand sooner for previous bids, thank you!"

Director, KBR

Our **ADVANCE™** software:

- **Delivers time savings and process efficiency**  
ADVANCE™ is purpose built to provide a central place to manage your bid submissions, regardless of where in the world your team is. This alleviates the struggles and stresses caused by trying to manage and submit bids using a mix of spreadsheets, SharePoint, internal network drives and/or email. With ADVANCE™ your processes are more efficient, giving you more time to concentrate on the quality of your bid.
- **Allows you to submit bids with the highest chance of success**  
ADVANCE™ empowers Bid Managers to create a Target Score for each of the questions - these can be fed into multiple reviews. Different authors and reviewers can be assigned per review and contribute towards the bid. Each answer can then be refined until the Bid Manager is content to lock it down resulting in absolute confidence in the quality of each of the answers in the overall bid response.
- **Integrates with AWARD®**  
Bid Managers can easily export the AWARD® configuration file created by the Authority and import it into ADVANCE™. Responses can also be exported from ADVANCE™ and imported into AWARD® once a bid submission is complete, providing significant time savings. ADVANCE™ provides the ability to see responses to the individual questions, de-mystifying what an evaluator sees when using AWARD®.

"I've learnt more about responding to an ITT/ITN and writing winning answers today than I imagined, it's the most useful Friday of my DXC career!"

Systems Engineer, DXC Technology

Our four distinct **areas of support**:



### Shaping to Maximise Marking

This phase helps you understand the marking structure of the tender evaluation, and to plan how to achieve maximum marks. We offer a briefing session to SMEs to support solution design and answer planning, and to coach authors on the most effective answer structure.



### Position to Win

This iterative process helps you fully understand how you will score most effectively to establish a winning position. It helps you beat the competition by helping to decipher points of differentiation. The ability to adjust key elements of the bid and price positioning enables a far greater chance of success which has been proven within the MOD.



### Red Team Facilitation

Our facilitation service reflects the structure, management and facilitation of a Red Team, final document review. Designed to provide valuable, independent additional resource to improve the overall quality of the review, it includes a team briefing and action plan. ADVANCE™ empowers a robust and rigorous process as part of the review and final answer improvement activities.



### Retrospective Review

Providing a unique independent viewpoint, the review includes an analysis of key answers from an evaluator's perspective and the marking structure in ADVANCE™ before final answers were submitted. Providing you with a greater understanding of the responses buyers are looking for, it gives authors valuable guidance on the most effective answer structure and content – ensuring you are better placed to secure the winning bid.

"Commerce Decisions' involvement was crucial in aiding Imtech Marine's fuller understanding of the PQQ questions and the level of evidence and robustness required in their responses.

This enabled us to achieve scores that properly reflected the Company's true capability".

Anthony Jones, Head of Sales, Imtech Marine UK Ltd

We offer a range of packages to suit your needs depending on how many bids you'd like our support with.

All packages include at least 1 day of AWARD® Methodologies Training, an ADVANCE™ Project Licence and multi-purpose expert consultancy days.

Contact us to find out which package is best for you.

To find out more about how we can help improve your score and secure the winning bid, get in touch:

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