

ADVANCE™

Bid solutions to deliver the best possible outcome

10+

years supporting bids
with focus on the
evaluation stage

\$400bn

evaluation
projects
supported

400+

client bids
supported

7%

increase in bid
score

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.

Commerce Decisions has now been supporting bidders for over 10 years with its independent bid review service, focusing attention on the buyer's priorities and supporting the development of compelling, coherent proposals. Our bid support service has been proven to add up to a 7% increase to the bid score. We offer a consultancy-led solution comprising a Bidder Training Course and four distinct phases of support underpinned by the ADVANCE™ software.



Maximising Marking



Shaping to maximise marking

This phase of support helps bidders to 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 bidders fully understand how they will score most effectively to establish a winning position. It ensures consideration of internal options and external competition.



Executive Summary & Value Proposition

A structured, proven approach to align more effectively with key decision makers and structure the benefits offered in the most convincing way.

The ADVANCE™ software solution supports Bid Managers in developing the maturity of documents and ensuring authors stay aligned with their writing plans. It helps Bid Managers to focus their time whilst also prioritising where their authors' time is best spent through each review stage. ADVANCE™ will provide insight and clarity for Bid Managers by breaking down the marking structure and indicating in real time which answers will have the greatest impact on the overall success of the bid based on the current vs. target score.



Review from an Evaluator's perspective

Providing an independent review of key answers from the bid, a consultant will mark the response and provide suggestions for how it can be improved. The ADVANCE™ software supports multiple types of reviews, including the creation of an independent review where the answers written so far can be reviewed with a “fresh pair of eyes” and subsequent recommendations can be fed into the next round of improvements.



Red Team Facilitation

Our Facilitation service reflects the structure, management and facilitation of a Red Team, final document review. It has been designed to provide valuable, independent additional resource to improve the overall quality of the review. The service also includes a team briefing and provides an action plan, agreed with the authors. The ADVANCE™ software solution empowers a robust and rigorous process as part of the review and final answer improvement activities. The Red Team review would typically take place over the course of a 1-2 day co-located review which can include up to 20 reviewers.



Retrospective Review

Providing a unique independent viewpoint, our Retrospective Review helps bidders to identify areas for improvement as well as examples of best practice, to increase the chances of future success. The review is conducted by a consultant and includes an analysis of key answers from an evaluator's perspective. The consultant can review the marking structure in ADVANCE™ at the point before final answers were submitted and record the lessons learnt.

Giving the Bid Team an insight into the extensive work undertaken by buyers helps them to develop a greater understanding of the responses bidders are looking for. It provides valuable guidance for authors on the most effective answer structure and content - the key to scoring most effectively and ensuring they are better placed to secure the winning bid.



Bidder training course

A 1-day training course that introduces the challenges that Government buyers face and how Commerce Decisions' methodologies and software help address them. It helps bidders to recognise when our methodologies are being used and how they can prepare the best possible bid submission.

- De-mystifies AWARD® and Commerce Decisions' methodologies
- Enables an understanding of the detailed work undertaken by the buyer and what they are looking for
- Explains why answering the question is key to scoring well
- Gives an appreciation of how to prepare the highest scoring bid
- Helps set the bid team off in the right direction

“Working with Commerce Decisions definitely improved the quality of our bid and helped us to win this important contract.”

Andy Toms, Sales and Marketing Director, J+S Ltd