

ADVANCE™

Remote bid solutions to deliver the best possible outcome

During these unprecedented times, all Commerce Decisions services are fully deliverable; expert support is on hand for whenever you need it. We remain uniquely placed to provide advice and guidance to the bidding community.



Run virtually, our **AWARD® Methodologies Training** empowers bid teams with the confidence and expertise 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. Comprising 2-3 online sessions, this course also de-mystifies AWARD® and the Commerce Decisions' methodologies, enabling you to optimise your submissions.

“The 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 empowers collaborative online working for dispersed bid teams and also:

- **Delivers time savings and process efficiency**

ADVANCE™ provides 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. Your processes are more efficient, giving you more time to concentrate on the quality of your bid, as you adjust to remote working and the current challenges.

- **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®**

Easily export the AWARD® configuration file and import it straight 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®.

Our four distinct **areas of support** are all being securely delivered remotely. These include:

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 (via video call or phone) 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 ensures consideration of internal options and external competition.

Red Team Facilitation

Our facilitation service reflects the structure, management and facilitation of a Red Team final document review. We'll schedule an online team briefing and share an action plan, as part of providing valuable, independent additional resource to improve the overall quality of the review.

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, our consultants give 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

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

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