

Packaging tenders for success

How to attract a stronger supplier pool and achieve your procurement and project goals.

Suppliers want to see...

- **Realistic project timescales** so they can quickly assess whether they can deliver the project and opt in to a tender - their bid resource is precious.
- **Collaborative partnerships** that engage the supply chain early, particularly for new-build projects.
- **Clear evaluation criteria** from the outset to ensure they are clear on what they will be assessed on.
- **Quality feedback** when they're unsuccessful.

Achieve your goals by...

Providing clarity on your project or programme

- Be upfront about timelines, goals, risks and social value requirements.
- Review your tender documents for assumptions and ambiguity. Remove any doubt on requirements, even if it seems obvious to you.

Setting smart quality questions

- Consider what contract success or failure looks like to you. Use this information to develop your question set.
- Ask for evidence-based responses and reward evidence in scoring.

Working with the supply chain

- Pre-market engagement can help you spot gaps or find alternative routes that deliver better project outcomes.
- Share responsibility for risks. Placing too much risk on the supplier can lead to instability and a failed project due to supplier insolvency will hurt everyone.

Making submission easier

- Include a simple checklist of required documents that suppliers must provide. This will help suppliers submit bids right the first time and save you time and effort.