***Case Study-***

*An established local construction company with over 45 years’ experience. They combine both traditional with contemporary ideas with high customer focus to provide innovative and high quality work.*

*The company were submitting tenders on a regular basis to one main buyer and seemed to miss out by only 1 or 2 marks on the quality responses, even though the buyer liked them. Keen to get over this hurdle they decided they needed some external support from an experienced and proven bid writer.*

*With our assistance and support we raised the quality marks from 3/5 and 4/5 to 5/5 and secured a number of high profile opportunities within their local area. This has also given them the framework and confidence to go forward and submit and win other works without our support, but using the structure we had implemented with them.*