

tendering & grants application assistance

PSI's detailed understanding of the needs and operations of government, places it in a unique position to assist service providers, suppliers and grant applicants in the planning, design, development and submission of responses or applications. By accessing its knowledge of government processes, in particular evaluation methodologies, PSI can provide tenderers and grants applicants with a critical insight into the government requirements. This insight allows PSI to add value to any tendering or application process through:

- Recognising the government agency's vision and objectives.
- Understanding government agency's needs, including its prioritisation of requirements.
- Determining the most effective way to present solutions to the government agency, emphasising the benefits and results offered.
- Identifying the proof required to substantiate claims.
- Identification and management of risks as the government agency perceives them.
- Developing response documentation.
- Assessing the relative merits of proposed innovation and designing presentation methods.
- Conducting 'dummy' evaluations of draft tenders.
- Executive Summary development and presentation / briefing training.

PSI supports the above services with proven templates, approaches and methodologies that have been successfully applied to complex procurements and application processes for governments since 1992.

procurement & grants management

business case development

requirements definition

tendering/ application management

procurement alignment workshops

contracting support

probity & corporate responsibility

probity advice & audit

sustainable procurement

corporate governance review

corporate responsibility

business improvement

organisational reviews

procurement process reviews

cost modelling

program & project evaluation



process framework design and management

The key to successful tendering is the detailed planning and management of the process that underpins the effective development of a tender submission. This process should reflect the processes of the buyer up to and beyond the submission of tenders. Typical activities conducted within such a framework are:

- gathering intelligence;
- determining probable competitors;
- assessing the business fit;
- collaborating with the buyer;
- initiating teaming relationships;
- preparing a compelling business case;
- defining baseline solution and price to win;
- training and preparing writers;
- responding to clarification questions; and
- attending de-briefing.

primary benefits of having PSI on your tendering team



PSI has the demonstrated capability to add value to your tendering process. Our experience spans a broad range of national and international public and private sector clients, and includes a diverse range of services and supplies. From this expert base we provide the following benefits:

- Independence and innovative tendering ideas.
- Understanding of the buyer's evaluation strategies and methodologies.
- A very high level of writing and proof-reading ability.
- Facilitation skills to train tender management teams.
- Experience as 'red', 'blue' and 'green' team members.
- Strategic understanding from a government buyer's perspective.
- Market awareness and research capabilities.

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