

ELEVATION CONSTRUCTION NETWORK

WINNING!





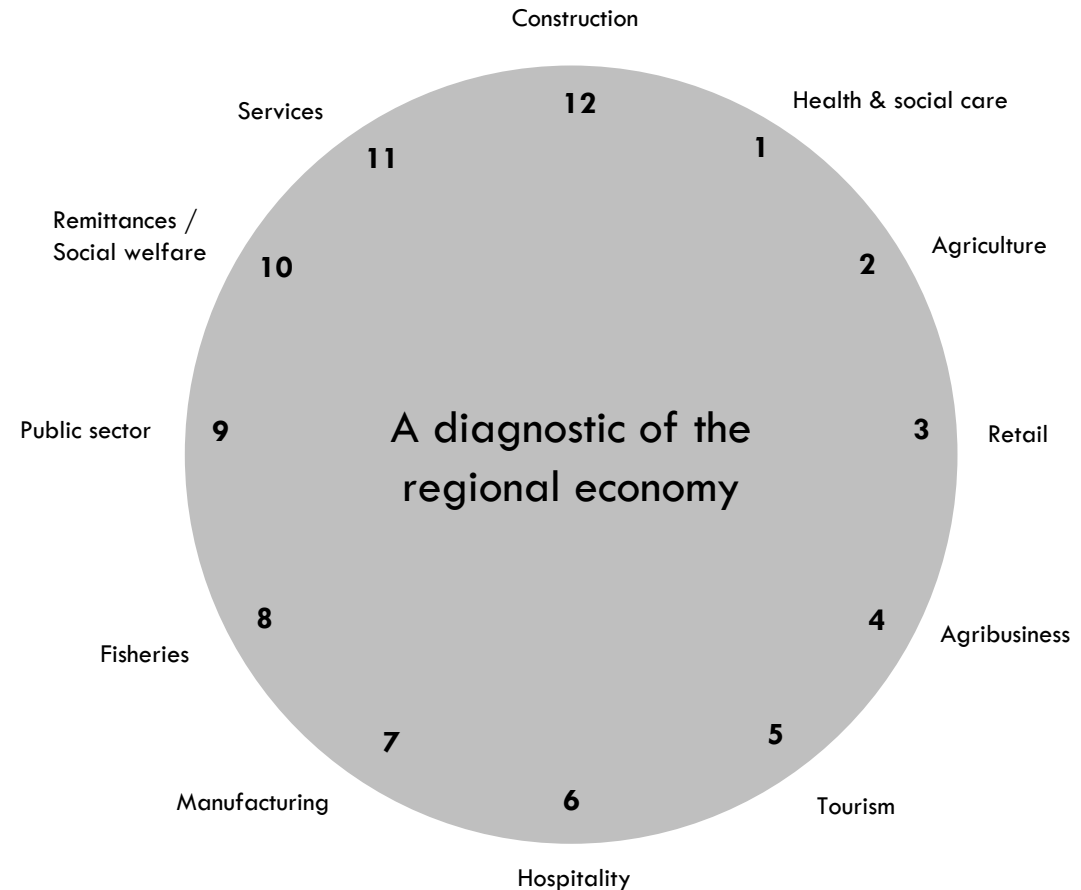
# WHERE DO YOU START?

WHAT SECTOR ARE YOU IN ?

WHAT SECTORS ARE YOUR CUSTOMERS IN ?

WHAT DO THEY BUY/NEED ?

WHY YOU ?





# PUBLIC SECTOR: WHERE DO YOU START?

ETBs / IoT's

Local Agencies  
(e.g. EPA)

Tuslá

HSE Regions

Primary / Secondary  
Schools

Department of  
Agriculture

Local Authorities

Section 38s

Supervisory Bodies



# WHAT SHOULD YOU DO?



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# WHAT SHOULD YOU DO?



HOW COMFORTABLE ARE YOU ANSWERING THESE QUESTIONS FOR YOUR BUSINESS?

HOW LONG CAN YOU SPEND DISCUSSING YOUR MAIN CUSTOMER'S BUSINESS WITHOUT PREPARATION OR NOTES?

CAN YOU SPEAK FOR 1 MINUTE, 2 MINUTES, 15 MINUTES, 1 HOUR?

IF YOU CAN'T DISCUSS THE ACCOUNT IN DETAIL YOU ARE PLACING YOURSELVES TO WIN BASED ON DISCOUNT PRICING ONLY.



# CONTRACTS ARE HARD EARNED

BUYERS BUY BASED ON PROVEN CAPACITY, CAPABILITY AND COMPETENCE – THINKING YOU CAN DO SOMETHING IS IRRELEVANT.

A SENSE OF ENTITLEMENT CAN BE POISONOUS SO AVOID DEVELOPING ONE.

NOBODY HAS A RIGHT TO ANY WORK BECAUSE THEY ARE FROM AN AREA. PUBLIC CONTRACTS ARE AWARDED ON OBJECTIVE CRITERIA.



# CONTRACTS ARE HARD EARNED

PICK ACCOUNTS AND GET TO KNOW THEM.

COMMIT TO RELATIONSHIP AND REPUTATION DEVELOPMENT FIRST.

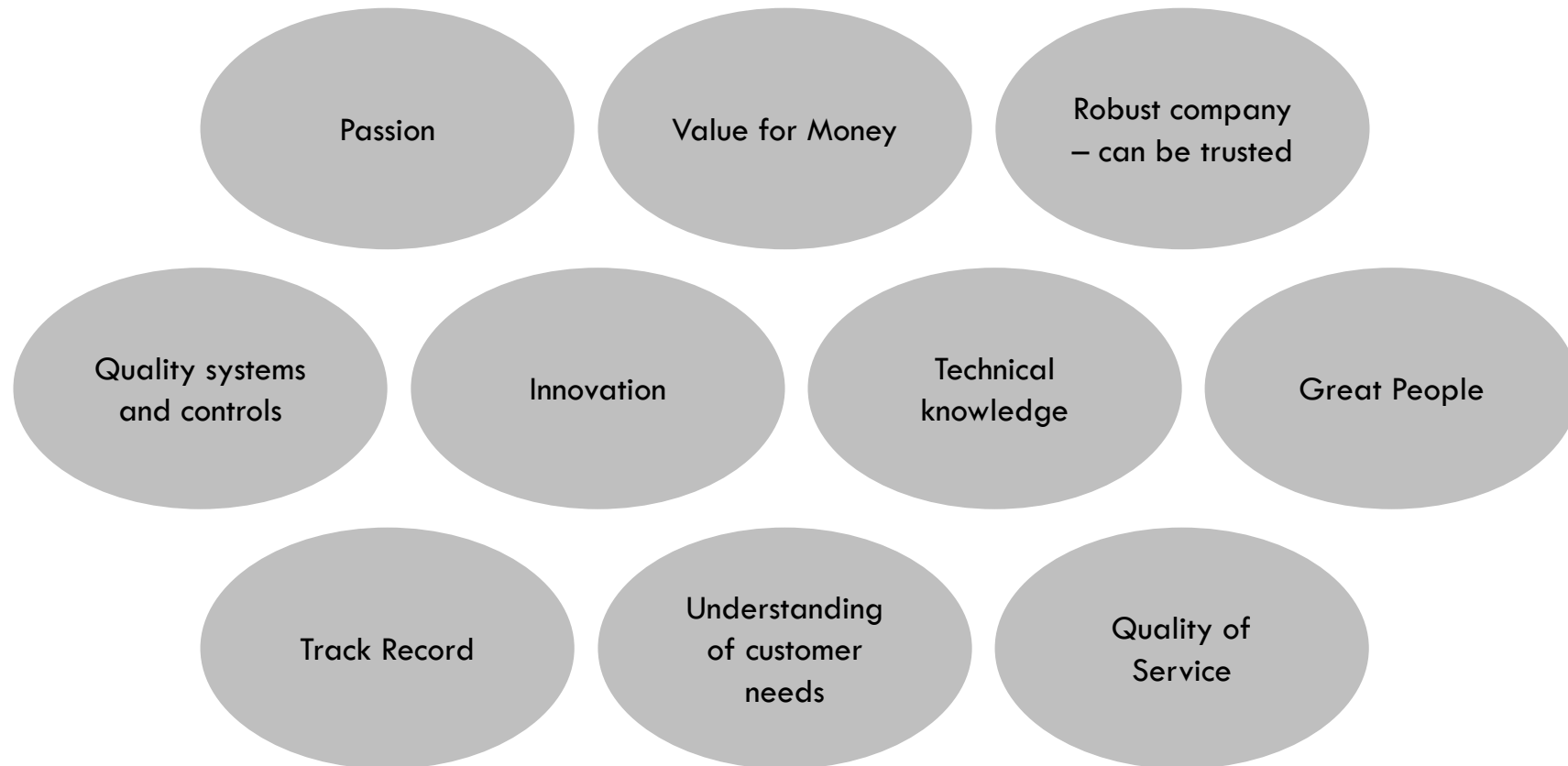
MAKE SURE YOU KNOW ABOUT UPCOMING OPPORTUNITIES.

TAKE TIME TO UNDERSTAND WHAT YOU MAY NEED TO DO TO WIN – DON'T BID ON YOUR OWN IF YOU CANNOT WIN ON YOUR OWN.

ONLY BID WHEN YOU HAVE A STRONG CHANCE OF BEING COMPETITIVE.



# WHAT DO BUYERS LIKE TO SEE IN COMPANIES?







# DEALING WITH QUOTES

WHEN YOU HAVE A CHANCE TO SUBMIT SOMETHING OTHER THAN A STANDARD TEMPLATE – DO YOU?

THIS TEMPLATE IS AVAILABLE ON THE KEYSTONE WEBSITE IN OUR BLOG SECTION.

THIS IS PROFESSIONAL AND ALLOWS YOU TO DEMONSTRATE STANDARDS OTHERS IN CONSTRUCTION PROBABLY DO NOT TAKE THE TIME TO (GROUP THINK IMPACTS EVERY INDUSTRY IN DIFFERENT WAYS).

## Template for below threshold requests for quotes / pricing

This template can be used to provide structure to quotes that have been requested over the phone or for an email submission.

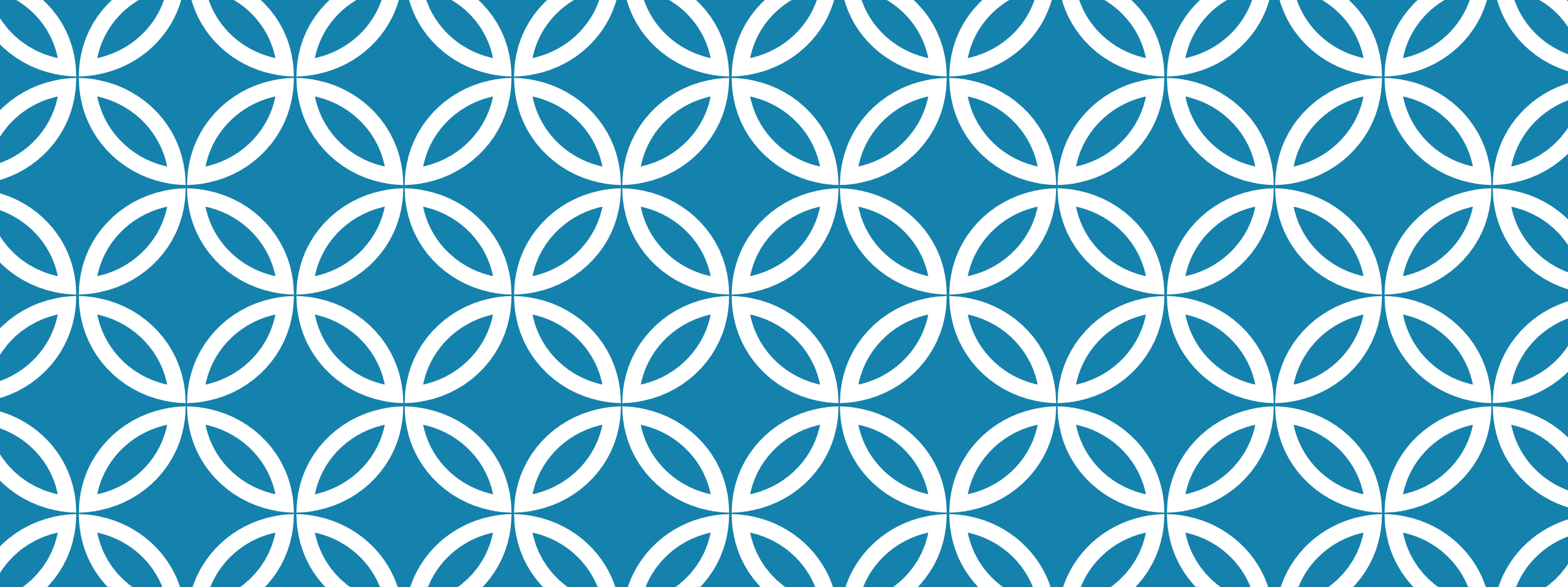
Our Understanding of Your Requirements	
<p>In this section, capture the known requirements of the buyer. Think more broadly than the simple question or request asked of the supplier.</p> <p>Do they need help scoping their needs? If so can you meet them to do this? Do they need pre-sales technical advice in relation to the order to make sure what they are ordering is the right fit for their organization? Do they need post-sales service and if so what kind do they need? What kind of SLA is offered as standard and what SLA comes at a premium? How quickly is the delivery needed by and can we meet the location, time, price and quality requirements?</p>	
Benefits of our offer	
<p>In this section, outline the full (whole life) benefits of the proposition. This should include the proposed quote price and any additional value adding features that deliver benefits to the user organization. This can include expected life cycle, efficiency vs. other models, training, technical support, servicing costs, guarantees, warranties etc.</p>	
Our approach to servicing your needs	Our approach to Quality
<p>Outline how you deliver / service needs of customer in brief. The bigger the quote, the more thought should be provided.</p> <p>This may include a very brief synopsis of people proposed for the service and why they are a good fit for the organization (bios can be added as appendix if appropriate).</p>	<p>Outline how you ensure the requested item is of the right quality and delivered on time, to the right place for the agreed price.</p> <p>Outline any quality management systems and related quality certs (health &amp; safety), environmental etc. held by the company.</p>
Plan & next steps to service your needs	
<p>Outline how the proposed product / service / small works will be delivered to the satisfaction of the buyer.</p> <p>Outline the next steps. <b>Remember, all below threshold quotes follow the negotiated procedure process. If you are open to them coming back to negotiate a slightly lower price, tell them <i>do not go with a lower price without giving us a chance to consider matching it.</i></b></p>	



# QUESTIONS

INTRODUCTION TO TENDERING PROGRAMME BEING DELIVERED BY KEYSTONE ON BEHALF OF INTERTRADE IRELAND IN WEXFORD COUNTY OFFICES IN JANUARY 2017

GO2TENDER PROGRAMME WILL BE DELIVERED IN WATERFORD IN MARCH 2017



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