

Looking for a unique edge in winning more tenders?
Your search is over. **TenderSearch® provides a
distinct advantage today that can lead to more
business tomorrow.**



Join the thousands of leading organisations that have already seen the results.



It's a commitment to excellence, that makes **TenderSearch® Australasia's only tender notification response and tender advertising specialist** with ISO 9001 quality certification.



Since 1984, our unique intelligence services have helped thousands of organisations achieve business growth. In terms of service delivery, no other company can offer such full service response capabilities at every stage of the tender process. This goes way beyond conventional key word matches and email support, incorporating the latest innovative technology and complete business support services to deliver targeted results.

“Cleantec has subscribed to TenderSearch for the past 12 months with tremendous success. Not only has the source of information enabled the organisation to grow new business but it has been a valuable resource database keeping track of opportunities for the future.”

Mick Battershill, National Accounts Manager, Cleantec

Be first in the know with **Notification Subscription**

TenderSearch Notification Subscription searches and notifies you of tenders, quotes, expressions and registrations of interest from around Australia and South East Asia within hours of release. Every opportunity is assessed in line with your corporate response strategy and the information is delivered to you by email or fax. **TenderSearch** Notification Subscription gives you:

- Cost efficiencies
- Time savings
- Coverage across Australasia for every tender opportunity

This includes many opportunities exclusive to **TenderSearch**. As a subscriber you also have access to our bid helpline for more personal tendering advice.



HIGH RECOMMENDATION – 2005 Australian Achiever Awards in Customer Service.

HIGHLY COMMENDED – My Business Awards 2005

Enhance your chances with proven **Response Management**

Developing a compelling response to a complex tender can be a daunting prospect. To make the process far easier to manage, we have a dedicated team committed to working exclusively with you on a specific tender. Our specialist services include:

- Assessment of capabilities against tender specifications
- Advice on the most effective presentation for tender
- Technical and creative writing
- Objective document analysis and review
- Total bid management, combining all the relevant services required to develop a winning response

Stay ahead of the game with **Notification Research**

TenderSearch Notification Research uses the latest market intelligence to advise you on future business opportunities long before they are advertised. Invaluable information can include tender description, contact details, date last let, likely re-tender date, contract value and who currently holds it. Such insights put you way ahead of the competition. Enabling you to:

- Fully evaluate the suitability of the contract and your ability to deliver
- Have the bulk of your proposal prepared in advance
- Allocate resources and find strategic business partners if necessary, prior to tender release

In short, Notification Research gives you the best possible chance of submitting a winning response, however tight the deadline.

Success begins with a clearly defined **Response Strategy**

Developing your overall bid strategy with **TenderSearch** Response Strategy is the proven way to plan for business growth. It's big picture thinking that clearly identifies the type of tenders you are capable of winning. This ensures you:

- Fully focus on your best response avenues
- Identify your competitive edge and new growth areas
- Determine when you bid alone or in partnership
- Understand the exact needs of your customers' business
- Utilise your resources more efficiently
- Reduce costs and improve your success rate

“TenderSearch provides a valuable service to the council in terms of expanding the reach of our tender advertisements, to not only newspaper readers, but to the numerous specialist firms that subscribe to TenderSearch offerings.”

Ross Gliddon, Customer and Competitive Services Manager, City of Wodonga.

“TenderSearch’s proposal development and training material have allowed Satyam to shorten the learning curve for its technical professionals involved in proposal preparation. You will never win a deal just based on a proposal, but you can surely lose business because of your proposal quality.”

Leo Fertman, Business Development, Satyam.

Intelligent. Informed. In touch. **TenderSearch** brings you more innovative ways to give you a real business advantage today.



Unlocking winning secrets at a **Response Workshop**

Even if you're not presently a **TenderSearch** subscriber, you can still benefit from our Tender Response Workshops. This highly acclaimed one day course focuses on the practical aspects of preparing a tender response. It is the proven way to create a winning tender strategy and fully deliver on it.

“Some of our employees have also attended the Responding to Tenders Workshop which has been helpful in teaching key buying criteria for potential prospects, where we should be targeting our business and what tack to take. We find **TenderSearch Service** to be an invaluable source of information which keeps us ahead of our competitors.”

Wayne Muster, Sales Director, Kings Transport Services Pty Ltd

Response Training focuses your team on winning

The **TenderSearch** Response Training team will come to your business and will provide you and your staff with the skills to develop a winning submission. The result of over 20 years of specialist experience, workshop programs cover:

- Identifying opportunities that fit your business
- Understanding the protocols and terminology of tenders
- Developing content including writing compelling selling proposals
- Methods of presenting your organisation professionally

All programs are tailored to your specific team skill levels and business growth strategy. It's all about providing the extra tendering support where you need it most. To register for a tailored training program visit www.tendersearch.com.au

Hit the mark with more targeted **Advertising**

Now you can promote your purchasing requirements, expressions of interest and tenders directly to our highly qualified client base. **TenderSearch** Advertising is the cost-effective alternative to conventional advertising - streamlining the sourcing of new suppliers to save you time and money. In fact, accessing top level expertise in industries as diverse as building, food and catering, IT, engineering, cleaning and transport, has never been easier.

“Because our business is built around responding to tenders it seemed a natural progression to attend a Responding to Tenders Workshop. It broke it down, and explained it simply and clearly so now I always respond confidently and accurately... and with great success.”

Haydn McElroy, New Link Pty Ltd

To gain a real business advantage contact **TenderSearch** today.

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