Text for the Services Page – Tenders

Preparing Tenders

Adalya has extensive professional experience assisting tender requests and procurement in both the public and private sectors, from identifying a need to assisting the bid winner during implementation. We specialize in writing highly complex tenders requiring advanced planning and the application of economic and operational models.

This specialization optimizes incentives and distributes the risks between the issuer of the tender and the parties competing in the bidding process.

We believe that the success of a tender is dependent on striking a balance of incentives and identifying a convergence of interests between the issuer of the tender and the supplier, while identifying and adapting to the unique needs and characteristics of each service and field.

Preparing Tender Bids

Adalya has extensive experience in the preparation of tender bids with special emphasis on complex tenders that include a business and/or operational methodology and/or plan.

Before a bid is prepared, the tender documents must first be analyzed, including the prerequisites, the points allocation for quality variables, and the method of weighting the financial proposal. At the same time, market analysis is required as well as a mapping of anticipated competition. Based on these analyses one can assess the likelihood of winning a bid and of making an informed decision as to the allocation of resources for preparing the bid.

We minimize the risk of disqualification by delivering a professional, fluent, and aesthetically pleasing bid, adhering to all of the bid guidelines, a well-written methodology and an accurate price quote – all of which increase the likelihood of winning a bid.