

Local Authority Engineering and Construction Works Framework

THE OPPORTUNITY

A Midlands-based civil engineering company engaged our services in June 2023 to provide bid management and writing support with tendering for a large Local Authority framework. The tender represented a critical business planning target for our client, with the potential to secure a four-year pipeline of works in a region ideally suited to their operational base.

THE BID

The framework scope of works included medium, large, and major highway, structural and other civil engineering works. The Invitation to Tender (ITT) split these works into Lots based upon contract value, ranging from £0.5m - £1.0m to £2.5m - £10.0m. This demanded separate and tailored bid submissions for the three Lots targeted by our client.

WHAT WE DID

Working with the client's Operational Teams, we produced and authored the bid quality submissions for the three Lots. We developed Answer Plans, designed response templates and authored high-quality written responses on diverse service delivery areas. These included health and safety, stakeholder engagement, programme and risk management, construction methodology, sustainability, design, and quality. We designed and authored nine case studies. We worked closely with the client's Operations Director to design and produce process maps to illustrate responses in an engaging and compelling way.

OUTCOME

Our client was awarded a place on all three of the Lots they tendered for, securing access to a 4-year pipeline of work across a range of contract values and sizes ideally suited to their skill set and experience. Submission scores across all Lot responses consistently exceeded 80%, placing our client in the top two scoring tenderers for each Lot.

IN NUMBERS

- 8-week tender
- 80% quality, 10% social value
- 9 x 1,000 word case studies
- 57 quality responses
- 24 graphics



"We got in touch with SGS Hub back in March 2023 to help us step-up the quality of our bids. We wanted a new perspective and fresh eyes on what we do. They have delivered that and more. We have seen some great results, securing Lots on some strategic frameworks and increased our marketing activity and presence. Our relationship with SGS is working very well, and we are looking forward to continuing this success."

Managing Director