

Winning in Water

THE OPPORTUNITY

We were engaged by a multi-disciplinary civils and ground engineering contractor in 2023/24 to provide bid management and writing support with tendering for a place on the United Utilities Asset Management Period 8 (AMP8) Framework. The design and build framework included water and wastewater networks and pipelines, pumping stations, storage and reservoirs, tank installations, access roads, site facilities and sewer upsizing and installations.

THE BID

The bid involved Pre-qualification Questionnaire (PQQ) and Invitation to Tender (ITT) stages. We provided writing and review services for the successful PQQ, demonstrating our client's technical capability and experience, along with their robust approach to maximising customer satisfaction, ensuring high quality works and managing health and safety (H&S).

WHAT WE DID IN THE ITT

We managed the quality submission, using workshops to develop a Win Strategy. Our engaging template maximised space for written responses, ensured a consistent style, and enabled the presentation of evidence of our client's capabilities and experience. We worked with Subject Matter Experts to author high-quality written responses on customer engagement, H&S, carbon, and sustainability. Demonstrating our client's technical capability, we developed responses on reporting systems, managing D&B interfaces, project commissioning and takeover, product and process standardisation, and mobilisation and management.

OUTCOME

Our client was awarded a place as a Detailed Design & Build Partner on the five-year Infrastructure Lot of the AMP8 Framework, achieving maximum marks for responses on product and process standardisation and carbon management. The successful bid submission will enable our client to play a key role in supporting the UK water industry at a time when environmental pressures, climate change and population growth are creating major challenges for the sector.

ITT IN NUMBERS

- 3-month tender
- 50% quality, 50% price
- 12 quality responses
- 6 process map graphics
- 12 supporting documents



“This is a fantastic new business opportunity and exciting challenge. This successful outcome was the result of good teamwork that saw SGS Hub and our team complement each other effectively. SGS provided key focus to answers and better presentation for submission. We will certainly be coming back to SGS to support us with our next sizeable quality bid.”

Managing Director