

Kindridge Bid Solutions Capability Statement

Helping Clients Win with High-Quality, Compliant, and Compelling Bids

At Kindridge Bid Solutions, we specialise in writing, reviewing, and managing bids that enhance our clients' chances of success in highly competitive tendering environments. Our expertise allows businesses to submit fully compliant and compelling bids in less time and to a higher standard than they could achieve in-house. We help organisations in the construction, infrastructure, and utilities sectors navigate complex procurement requirements with ease, ensuring their bids stand out for the right reasons.

Our team brings together years of industry experience, strategic insight, and technical expertise to support clients across the full bid lifecycle. From opportunity assessment and bid strategy development to content creation, compliance checks, and final submission, we provide end-to-end solutions that increase bid quality while reducing the internal resource burden on our clients.

Our focus is on the development of the quality / technical responses for bids, the completion of supplier questionnaires, case studies and CVs. We do not get involved in the commercial elements / pricing of bids as we do not have the expertise to properly support this.

Our Proven Track Record in Developing Quality Responses – Case Studies

Case Study 1: Securing a Major Utilities Framework for an international Energy Company

- **Client:** Client confidential
- **Challenge:** The client needed a bid for a multi-million-pound utilities framework, requiring detailed responses on sustainability, innovation, and risk management.
- **Our Solution:** We worked closely with the client's internal teams to develop a compelling submission that showcased their expertise in energy solutions, carbon reduction, and regulatory compliance.
- **Outcome:** The bid secured one of the highest quality scores, placing our client in a strong position for ongoing contract awards.

Case Study 2: Supporting CQS on a Construction Tender

- **Client:** CQS Solutions, Telford
- **Challenge:** A competitive construction bid, focusing on QS services requiring strong responses on health and safety, social value, and project methodology.
- **Our Solution:** We provided structured responses that highlighted CQS's track record in delivering high-quality construction projects, robust safety protocols, and engagement with local communities.
- **Outcome:** The bid received excellent feedback on quality, with CQS successfully securing a place on the framework.

"Ali worked with me on a recent winning tender, and I am hugely grateful to her for the quality of the writing but also for her commitment. She went above and beyond, working flexibly at unsociable hours to meet our (tight) deadline. I will definitely be going back to Ali on future tenders and highly recommend her and Kindridge" Tim Lloyd, CQS

Case Study 3: Rail Labour Supply Tender for RSS Infrastructure (RSSI)

- **Client:** RSS Infrastructure
- **Challenge:** The bid required extensive details on workforce management, safety compliance, and experience in rail labour supply for TfL.
- **Our Solution:** We crafted a well-structured bid that emphasised RSSI's commitment to safety, workforce training, and project delivery efficiency.
- **Outcome:** We are currently awaiting the outcome however we fully expect to be appointed to the framework, strengthening RSSI's position in the transport and infrastructure sector.

"I would like to pass on my thanks for the support received from Ali. Her regular communications and relentless approach to writing and recrafting responses from others certainly made the difference from a mediocre response to what I feel is a professional response that will meet the client expectations." Sean Harrison, RSSI

Case Study 4: Delivering a Specialist Asbestos Removal Framework for Axiom (Fusion21)

- **Client:** Axiom Asbestos
- **Challenge:** A tender for specialist asbestos removal services, requiring in-depth technical responses and compliance with stringent industry regulations.
- **Our Solution:** We worked closely with Axiom's technical experts to articulate their capabilities, ensuring the bid demonstrated full regulatory compliance and innovative methodologies.
- **Outcome:** We are currently awaiting the outcome for this bid, the first of many we will be supporting for this client.

"Working with Kindridge Bid Solutions to secure our place on a framework has been an absolute pleasure. From the outset, they demonstrated a deep understanding of the procurement process and tailored their approach to fit our industry's unique needs. Their expertise in bid strategy and writing was invaluable, and they made what could have been a daunting process feel seamless and achievable. We genuinely enjoyed the collaboration with Kindridge Bid Solutions and are excited to see this relationship grow as we continue to pursue future opportunities together. They've truly set the benchmark for what bid support should look like." Wayne Williams, Axiom

Case Study 5: High-Value Infrastructure Tender (Fusion21)

- **Client:** Wordsmith Projects for their client (confidential)
- **Challenge:** The client needed a robust bid that addressed key themes of sustainability, supply chain management, and contract delivery.
- **Our Solution:** We developed a tailored response strategy, ensuring the clients expertise was effectively presented with strong evidence and case studies.
- **Outcome:** We are currently awaiting the outcome for this bid.

Case Study 6: Good2Great Support to New Business Telford and Wrekin

- **Client:** Good2Great, Bridgnorth
- **Challenge:** Good2Great needed support in securing a contract to provide business start-up mentoring and training in Telford and Wrekin. The bid required a clear demonstration of their ability to deliver tailored business support, engage diverse audiences, and provide measurable outcomes.
- **Our Solution:** We developed a comprehensive response that articulated Good2Great's expertise in mentoring, training, and fostering entrepreneurial growth.
- **Outcome:** The successful bid resulted in a contract award, allowing Good2Great to support aspiring business owners in the region with structured mentoring and hands-on training programs.

"We engaged Kindridge to take over the bid work we were doing so that we could actually take back time to focus on our day-to-day business activities. In a very short time, we realised that we had found a trusted partner, as invested in our business as we are, and the wins have started coming in. We have also found that costs have decreased the more we work together. Good2Great highly recommends Kindridge to any business owners looking to outsource their bidding and reclaim their weekends." Johnny Themans, Good2Great

Case Study 7: City Guardians First Bid

- **Client:** City Guardians
- **Challenge:** City Guardians needed support with their first-ever bid submission, working under a tight deadline while ensuring compliance and a high-quality submission.
- **Our Solution:** We guided City Guardians through the entire bid process, developing compelling responses that showcased their capabilities and aligning their submission with the evaluation criteria. Our proactive approach ensured all elements were covered efficiently despite the time constraints.
- **Outcome:** The bid was successfully submitted on time, with excellent quality scores attained however the bid was lost on pricing. City Guardians gained valuable experience and confidence in tendering for future contracts.

"Exceptional in guiding us through our first bid, delivering outstanding work with a proactive approach that made the tight deadline manageable." Rob Du Toit, City Guardians

Case Study 8: Specialist Nuclear Services Bids

- **Client:** Confidential
- **Challenge:** The bid process was hindered by limited onboarding, restricted information flow, and a highly controlled internal client team. Despite managing two significant nuclear tenders, we faced tight deadlines and were not privy to final drafting stages.
- **Our Solution:** Kindridge Bid Solutions implemented structured bid management, expert technical writing, and strategic questioning to extract key details. We delivered compliant, compelling responses under challenging conditions.

- **Outcome:** We are still awaiting the outcome of these bids however, our efforts ensured high-quality submissions and reinforced our expertise in managing complex nuclear sector bids.

Our Bid Support Process

At Kindridge Bid Solutions, we follow a structured approach to bid development, ensuring every submission is compelling, compliant, and strategically aligned with the evaluation criteria.

1. Opportunity Review & Strategy Development

- Assessing tender documentation and client requirements.
- Developing a win strategy based on evaluation criteria.
- Identifying key themes, differentiators, and win themes.

2. Bid Planning & Management

- Creating a detailed bid plan with timelines and responsibilities.
- Facilitating SME input sessions to extract technical knowledge.
- Managing the bid process to ensure on-time submission.

3. Content Development & Writing

- Drafting high-quality responses that align with scoring criteria.
- Ensuring clarity, structure, and persuasive language.
- Incorporating technical insights, project examples, and case studies.

4. Compliance & Quality Review

- Conducting detailed compliance checks against tender requirements.
- Reviewing content for accuracy, clarity, and consistency.
- Performing final proofing and submission checks.

5. Post-Submission Support

- Supporting clarification responses if required.
- Providing bid debrief analysis to improve future submissions.
- Capturing lessons learned for bid library development.

Why Choose Kindridge Bid Solutions?

Expertise Across Construction, Infrastructure, and Utilities: Our team has deep sector knowledge, ensuring bids reflect best practices and industry-specific requirements.

High-Quality Scores: While win rates often depend on pricing, our bids consistently achieve high quality scores, strengthening our clients' competitive position, giving them ongoing improvements with each bid.

Time-Efficient and Resource-Saving: We manage the entire bid process, allowing our clients to focus on core operations while maintaining bid excellence.

Proven Track Record: Our successful history of delivering winning bids speaks for itself, with clients securing contracts worth millions.

At Kindridge Bid Solutions, we don't just write bids – we deliver success. Get in touch with us today to discuss how we can support your next tender submission.

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