

All it takes is a simple conversation . . .

Guardianship	Services for Camden	Roadmap Camdon - Open-book accounting - Corresponsible for security and Security presided to - Correspondible C
Company	City Guardians Ltd	Delivery continuous . Key Nandover and return properties in the black by
Date	August 2024	Risks and Issues Enable access to Camden and squatting. Management Team IR Du Tot / M Fixt. S Mayers Maintenance Team - 8 V Dylee Fully City Guardian Team
Value	£6m	02 Reporting 04 Security 06 Outcome 06 Outcome
Delivered by	Ali Bagley	Of Inception 03 Outcoings - CG 05 Guardians
•	Joanne Smith	Of Inception OS Outgoings - CG DS Quardians Marrorers Tam - 8 V Eye Access that Of Inception Providing - Countil Tax due detailed (Sick Assessment Sign of Inception - Indemnity Cambridge and any of guardian any of guardian any of guardian (Include DB Checks) of guardian (Include DB Checks)
		Carry out gas & electric safety coets and/or bases whateover that Target key workers / others who are checks and return certificates to canded and return certificates to canded any failure or delay by the Coentractor Ensure utilities are paid.
		Carry out required alterations to to foldshir reservit possession Lincip properties to habitable standard HSS chucks and conspilance Machine rullifies usage Ensure Good Registrations Standard Machine Registrations
Background	We worked in collaboration with another bid services provider to support City Guardians on a bid to provide guardianship services to the London Borough of Camden. Our client was expecting that any bid would not be good enough to win however, they wanted the experience of working on a bid with an external provider and the benefits we could offer in terms of building their bid processes and collateral ready for future bids.	
	The contract itself involved the management of the bid plus writing the quality responses which were heavily weighted towards Social Value and Health and Safety requirements.	
Actions	We began with a video session with the organisations CEO to understand the company's services, culture, and bid processes. We then dissected the tender documents and built a bid programme based on deadlines, resources, and ITT requirements.	
	We gathered together all the evidence the company had to support the bid and then helped them to develop other evidentiary documents, including the policies they needed to have in place.	
	This was a small team of just Ali managing and writing, Joanne reviewing and the client CEO providing input and developing the commercial response	
	Over the two weeks of bid preparation, we developed all of the quality responses, organised and facilitated client reviews and ensured that all proposal documentation was complete and compliant. This included completing an online SQQ, the quality questions and 32 supporting documents.	
Results	We gained a clear understanding services of the client and their te	g of the approach, strategy, culture and am.
	Having a small team proved very efficient in terms of the smooth running of the bid and the client CEO was excellent at providing the information we needed, when we needed it. We worked closely with the client to gather evidence and collateral to demonstrate their ability to deliver against the specification, ensuring the requirements of each question (implicit and explicit) were addressed fully in each response.	
	We developed the CVs and case studies for the client as well as working with them to develop an ongoing bid library of bid collateral.	
	The bids were completed and co	ompliant on time and to quality.
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Kindridge Bid Solutions

Tel 07555 303 197 **VAT No:** 461263310

205 e-Innovation Centre, Wolverhampton Uni Campus, Telford, Shropshire TF2 9FT







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	The client, who began this journey with very low expectations of winning actually felt, once the bid was complete that they had a fighting chance, based on the responses we had developed for them. We are currently awaiting an outcome.
Benefits	Our client was new to bidding for local authority contracts and we were able to guide them through the requirements, advise on how to develop a quality response and help them to pull together bid collateral for future bids.
	"Joanne and Ali were exceptional in guiding us through our first bid, delivering outstanding work with a proactive approach that made the tight deadline manageable. Their efforts put us at ease and instilled confidence in our submission. With the Bid Library they've built for us, future tenders will be even smoother, and we look forward to working together on future tenders!" Rob Du Toit, CEO, City Guardians Ltd
Challenges	Although we were working to tight deadlines with a very unprepared client, we were able to develop a complete and compliant bid with the quality to meet the top level evaluation criteria.
Summary	A joy to work with a new client who was open to learning the process and supportive in providing the information we needed.

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