


Multiple Training Provision Proposals	
<b>Company</b>	Good2Great Ltd
<b>Date</b>	June 23 to ongoing
<b>Value</b>	£300k won to date
<b>Delivered by</b>	Ali Bagley
 	
<b>Background</b>	<p>We have been working as Good2Great’s external bid team since mid-2023, on various local authority and private sector bids.</p> <p>These included contracts for business entrepreneur and leadership training and support to start-ups and established businesses in various catchment areas and from varying backgrounds, especially disadvantaged groups.</p> <p>The company needed to secure future contracts to secure their growth strategy and understood that firstly they needed to be bidding for bigger contracts and secondly, they needed expert help to do it as they did not have the right in-house resources.</p>
<b>Actions</b>	<p>Working with the client we have managed and written the quality responses for several tenders.</p> <p>We have come to the point where we now have enough knowledge and collateral that we can develop their delivery programmes for them, meeting the scope requirements for each bid, and we have helped them to put in place the evidential documentation they need for each submission.</p> <p>When bids are submitted, we have open and honest feedback and lessons learned sessions which continually improve our service and the quality of the responses we develop.</p>
<b>Results</b>	<p>We have gained a clear understanding of the approach, strategy, culture and services of the client and their team.</p> <p>We work closely with the client to gather evidence and collateral to demonstrate their ability to deliver against the specifications of each bid.</p> <p>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.</p> <p>The bids were all completed and compliant on time and to quality.</p> <p>We have won 50% of the proposals we have developed for them and secured revenue of over £300k. We continue to develop bids for them as and when required.</p>
<b>Benefits</b>	<p>Our client has been able to grow their team as a result of the income secured from contracts won.</p> <p>They have a team on hand, which they don’t need to have in-house with all the expense that entails, who they trust to deliver for them when required.</p>

## Kindridge Bid Solutions

	<p><i>“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.</i></p> <p><i>Good2Great highly recommends Kindridge to any business owners looking to outsource their bidding and reclaim their weekends”.</i></p> <p>Johnny Themans, founder and CEO Good2Great</p>
<p><b>Challenges</b></p>	<p>Initially we found a lack of bid collateral but over the months we have ensured that there is a bid library developed to address that.</p>
<p><b>Summary</b></p>	<p>Working with a client who trusts us as a valued partner has been incredibly rewarding for both of our organisations and we look forward to continuing this relationship.</p>

## Kindridge Bid Solutions

Tel 07555 303 197  
VAT No: 461263310

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

<https://www.kindridgebidsolutions.com>  
sarah@kindridgebidsolutions.com