



# 5 TIPS TO FINDING TENDERS OUTSOURCING YOUR SEARCH

## CHOOSING A PROVIDER for SEARCHING & MATCHING your best TENDERING OPPORTUNITIES



### TIME

Work out how much time you want to allow for your tender searches.

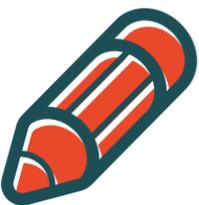
Align your resources to your time and budget.



### FINDING TENDER OPPORTUNITIES

Initially, cast your tender search net wide until you know where you want to focus your attention or whether tendering is really best for your business..

Find a provider that can help you do this.



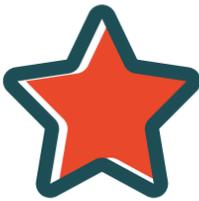
### SIGNING UP

Be careful not to sign away your life or pay the proverbial "arm and a leg". Many tender search companies will convince you to sign up for a minimum of 12 months.



### MARKET SCANNING

Tender search companies provide the first stepping stone in your search and they do the market scanning for you.



### VALUE FOR MONEY

When you decide to outsource your tender searches, you want to be assured that you:

- are paying the best market price that will get you the right opportunities and
- will have a good chance of returning value on your monthly or annual investment.

## QUESTIONS TO ASK POTENTIAL PROVIDERS:

**How do you find and match tendering opportunities?**

**How often do you update your database?**

**Do you search and scan opportunities on a 24/7 basis?**

**Do you keep contract award/subcontracting information?**

**How easy is it to set up profile and change my profile?**

**What is the minimum sign up period?**

**Can I terminate my subscription at any stage? Is there a termination period?**

**What is your monthly fee? What's in/excluded?**

**Is the subscription set per category or industry and does it increase if you increase your search categories?**

**How do you provide value for money?**