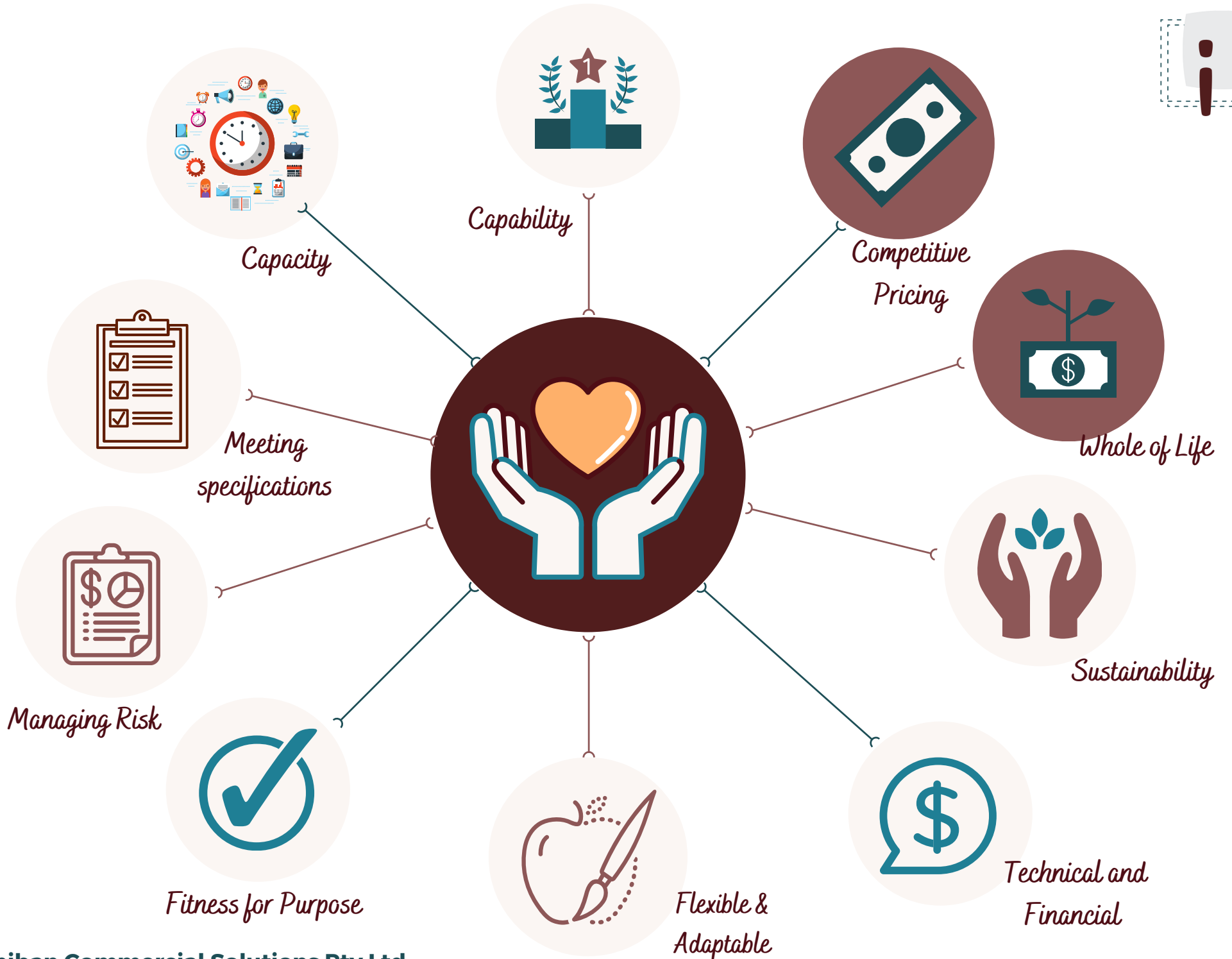


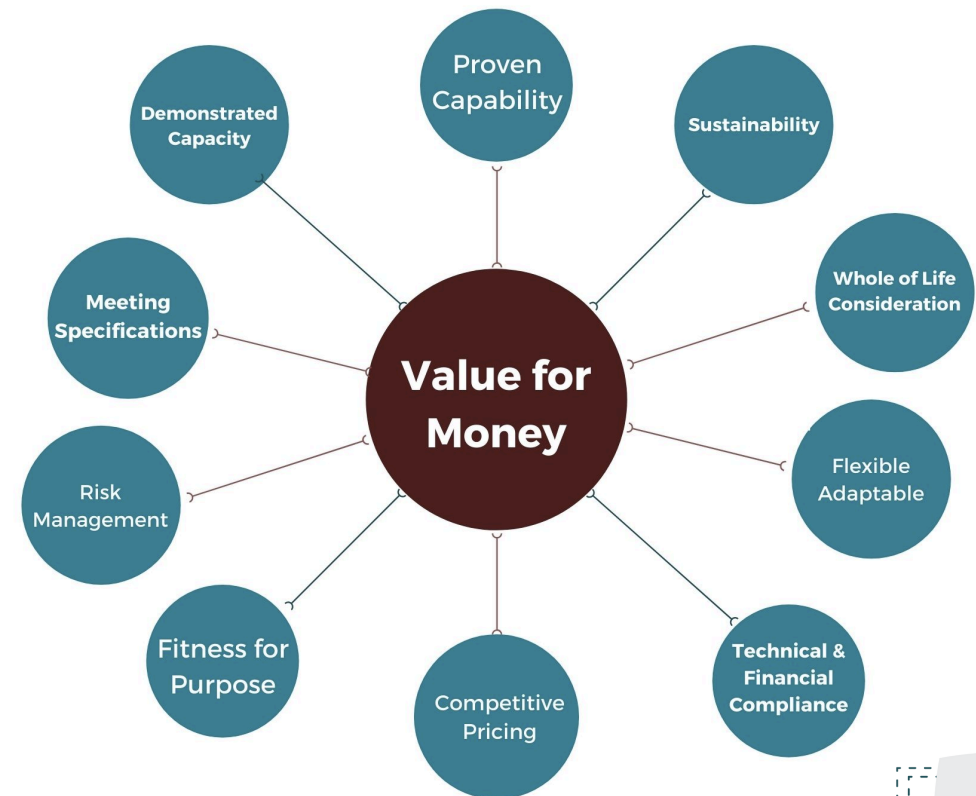
VALUE FOR MONEY



IS YOUR BUSINESS TENDER READY?

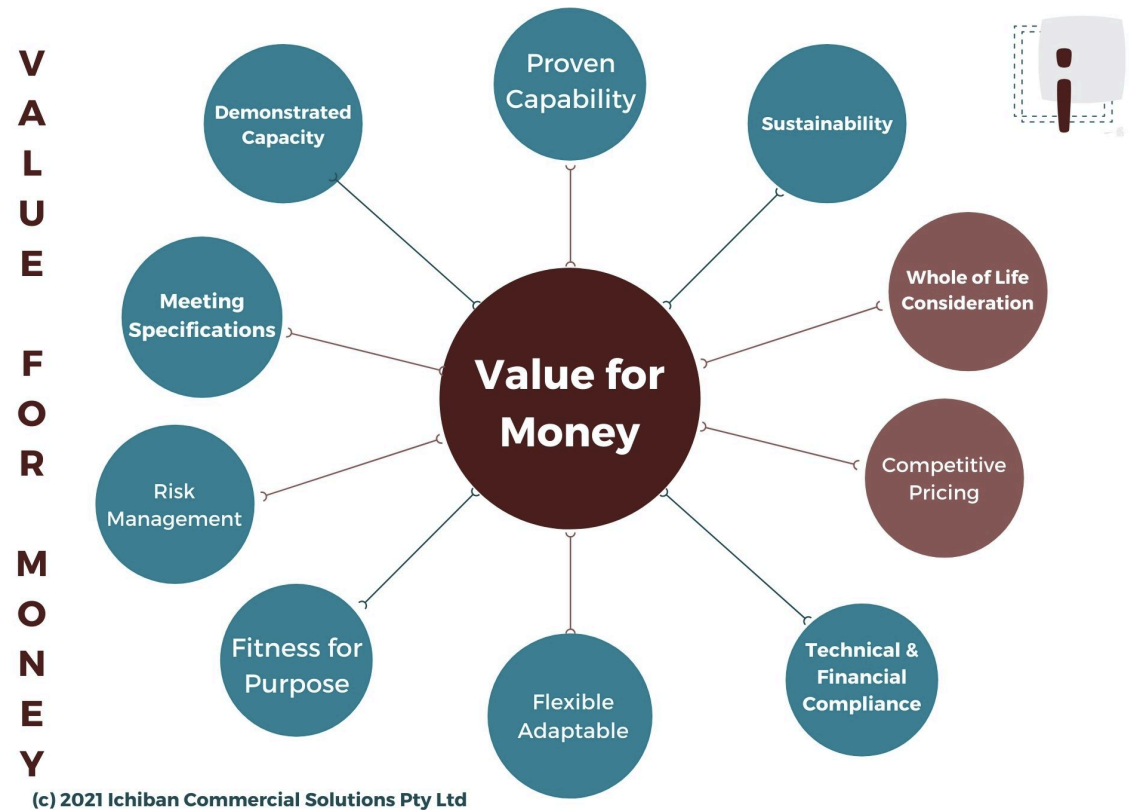
CAN YOUR BUSINESS DELIVER?

- **Proven track record of a similar contract value, a similar organisation for a similar duration?**
- **Demonstrated understanding of the scope and requirements of the tender?**
- **How my business will deliver the scope and requirements?**
- **How my business understands what the client wants and how my business brings value for money for the client?**
- **How will you deliver best value for money?**
- **How will your offer stand out from the crowd?**



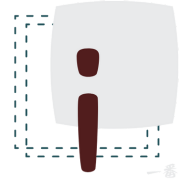
DEMONSTRATING BEST VALUE FOR MONEY

- Have a proven track record that shows best **capability**?
- **Capacity** - Have the right resources, processes and people?
- Does your proposal meet the required **specifications, financial and technical** requirements?
- Is your proposal **competitive** in the market place?
- Do you demonstrate a deep **understanding of risks** and how to manage it?
- Is your offer **fit for purpose**?
- Able to adapt to changing circumstances - show **flexibility**.
- How does your offer demonstrate **sustainable practices**?
- Demonstrate value as a **whole of life** proposal.



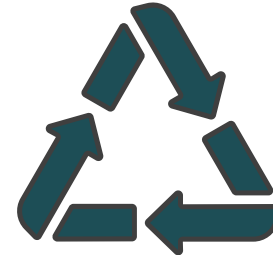
**Best Value for Money is the sum total of all these elements.
You should focus on delivering the best outcome.**

WHAT IS WHOLE OF LIFE COST?



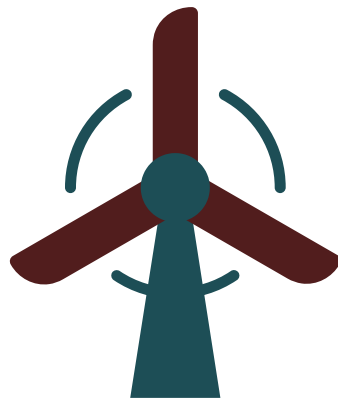
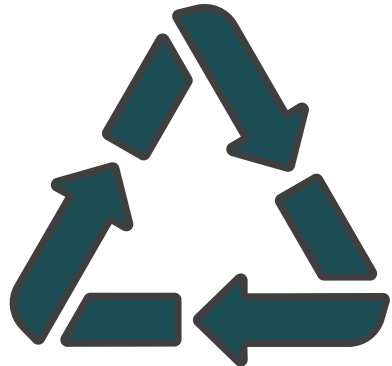
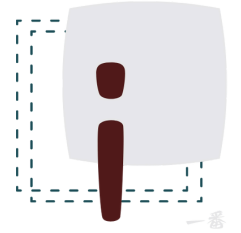
WHAT IS INCLUDED IN BEST WHOLE OF LIFE COST?

- Initial purchase price;
- Operating and maintenance costs;
- Transition Out / Closure Costs;
- Licencing Options;
- Cost of additional features required after initial purchase;
- Cost of Consumables;
- Sustainability impacts and costs (e.g. disposal/recycling/repurposing)
- Decommissioning, remediation and/or disposal.



The pitch of the tender should therefore not only focus on the purchase price but all elements across the life of the solution offered.

WHAT IS WHOLE OF LIFE COST?



NON-COST CONSIDERATIONS IN VALUE FOR MONEY



Capability



Managing Risk



Technical and Financial



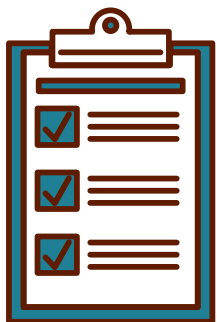
Capacity



Fitness for Purpose



Sustainability



Meeting specifications



Flexible & Adaptable



All About the Client