Was Your Bid Unsuccessful?

If your bid was successful you will move on to the contract management of your new contract. Guidance on mobilisation & implementation, period of the contract and exit strategy are given in the following guidance pages.

However, whether your bid has been successful or unsuccessful you should learn from the procurement exercise you have undertaken - to minimise the resources used to bid in the future and improve the process. You will want to understand:

- what went well
- any areas that need improvement for any future bids
- what you would do differently next time

To help you there are various resources available, as listed below:

Quickfire Guide

Quickfire Guide

The buyer and the debriefing process

The public sector buyer will inform you if your bid has been unsuccessful. As part of this "debriefing" they will provide information on why your bid was unsuccessful.

Different rules apply depending on the value of the contract involved. You can find more information on the Debriefing page.

Support available

The "How You Can Engage with Public Procurement in Scotland" document lists a number of links to information, training and support, tools and guidance on public procurement in Scotland. This document is easy to print out for ease of reference.

If you wish, you can access the information contained in this document directly via this Supplier Journey page.

There is also a Support Available page with further information on organisations who can provide bidder training and support.

How You Can Engage with Public Procurement in Scotland.pdfDownload Document

(173.67 KB / file type:pdf)

Quickfire Guide

Quickfire Guide

Lessons learned and prepare for your next bid

The Lessons Learned page gives examples of questions you could ask and the people you should talk to find out how the bidding process worked and where improvement can be made.

You can use the lessons learned from your previous bid(s) to help inform your next bid

The Prepare section of the Supplier Journey contains information on how to prepare to bid (making sure your organisation is ready to bid again). This includes pages with guidance on:

- the Public Contracts Scotland (PCS) advertising tool e.g. how to add your organisation's details to it, and get set up to receive automatic alerts on new opportunities
- PCS Notices e.g. how to search for new opportunities being added, such as via Contract Notices and Prior Information Notices
- Contract Award Notice and the Contracts Register e.g. how to find out what contracts have been awarded, to whom and when they will come up for tender next