Prepare

When bidding for contracts it is key that you know the strengths of your organisation, the opportunities that are available and how to make your bid as strong (and as efficient to write and submit) as possible.

This Prepare section contains information on how to prepare and to bid for public sector contracts, making sure your business is ready to bid. This includes:

- how to Analyse your Business in a public sector context;
- how to Understand the Market you wish to bid in, including information on the on-line systems that the public sector procurement officers use;
- where to find information on current and past contract opportunities;