Training, Consulting & Workshops

Sometimes there's no option short term other than getting practical, hands-on support for a key bid. But when taking the longer view, wouldn't you be better placed to improve future win rates if your team was fully empowered ... where you have been coached and trained in those techniques and processes that allow you to take total control over proposal development cycles? Then your own teams and people directly enjoy the benefits – indeed the glory - of easier bidding and improved win rates.

From Short Term Support to Full Empowerment

Oftentimes it is quite right that you insist that we take on vital proposal workstreams so that you can concentrate on other activities within your business. Whilst this is a completely legitimate way of working, it's merely a short term fix. It is unlikely that your people have learned much from our involvement. **We've served as a life raft when what you really need is your own people brought up to the standard of Olympic swimmers!**

So, our preferred model – and the one usually preferred by Bid Teams - is one of client empowerment.

Client empowerment translates as staged skill transfer, allowing you to take increased control of an optimised bid process, having your own teams and people enjoy the benefits – indeed the glory – of improved win rates.

The most appropriate support interventions for you are identified during a proposal health check audit, or as a consequence of a fully comprehensive benchmarking exercise (using a recent proposal/s).

Once we have a solid grasp of your developmental requirements we finalise with you the shape of the programme that will leverage the greatest positive impact for your proposals, which can include one or more of the following:

- Training, Coaching and Workshops
- Bespoke Consulting Services
- Value Proposition / Messaging Review
- Proposal Review
- Proposal Development Workshop
- Proposal Development Coaching
- Proposal Benchmarking
- Process Optimisation
- Live Bid Support and Strategy

Duncan [Cranmer of the Winning Proposal] is a strategic thinker and skilled facilitator who is expert at getting a group to push beyond surface knowledge to truly understand new concepts. He is quick on his feet and able to command an audience. Highly professional and easy to work with. Duncan would be an asset to any organisation and someone I highly recommend.

EMEIA Service Quality Lead, EY (Ernst and Young)

Training, Coaching & Workshops

Where do you need to improve and who needs to improve … to what extent and how quickly?

A potentially blended programme of Training, Coaching and Workshops on-site and / or off-site will drive you towards the speedy realisation of your desired goals.

Bespoke Consulting Services

Where your needs for proposal improvement do not neatly fall into our standard Training, Coaching or Workshops packages we will agree a tailored, targeted workstream that is going to be the most effective way of improving your bids.

Value Proposition & Messaging

Clear, powerful Win Themes and a well-articulated Value Proposition are the cornerstones of winning proposals.

We'll get these right for you so your bids resonate with your readers.

Proposal Health Check Review

A Proposal Health Check is a great way of starting your journey to better bids. A Health Check clearly highlights the strengths to be capitalised on and the weaknesses that need to be minimised and eliminated.

Armed with an understanding of your current competencies we can build the plan for success with your team.

Proposal Development Workshop

The "Dos and Don'ts" of proposal development in a single day with some flexibility over the modules that you need to get better at bidding.

Useful for the whole team and often a quite cathartic experience!

Proposal Development Coaching

Interactive and intimate coaching sessions on a 1:1 or 1:2 basis.

Typically executed in half-day sessions to embed learning and new techniques most effectively and speedily.

castleoak

Duncan Cranmer [of the Winning Proposal] enabled Castleoak to formalise a structured process. His facilitated workshops worked well, encouraged positive collaboration and achieved a swift outcome. The process was swift, professional and got senior colleagues on the same page quickly.

Head of Marketing, Castleoak Group

Proposal Benchmarking

For selected sectors we have data on proposals from organisations that you may be directly competing against. Whilst the detail behind such data is always strictly confidential and can never be shared under any circumstances, such data sets allow us to proactively suggest areas where you would benefit from improving.

Process Optimisation

At Quantum our start point is this: if the proposal process isn't clearly documented and open to review then you are unlikely to have a process in place that is fit for purpose.

Our process workshop brings together key personnel to agree and shape the right bid process for you, whether that means starting from scratch or making targeted improvements to what is already in place.

Live Bid Support and Strategy

Alongside of our Training, Coaching and Workshops we are ready to provide you with Live Bid Support services which are focused on getting your current bid over the line on time and to a high standard

And when the dust has finally settled on this one, don't you think it's time to sort out your over-arching bid strategy and processes? We are here to assist.

I just wanted to share with you that I just closed one out of my two sales deals that we discussed on the course. (Second is progressing well too). I am very grateful for all I have learned from you and I truly believe that your course was a significant aid in my sales process! A big thank you from Switzerland."

Front line sales, Bloomberg Tradebook Europe

Bloomberg Tradebook

The long term success of your proposals and your Bid Team is predicated on best systems, people and processes. Quantum's Winning Proposal service delivers full optimisation, so that your future bids and proposals scale new heights.

Quantum, Kemp House, 152 - 160 City Road, London, EC1V 2NX, UK
+44 (0)203 815 8020
hello@quantumigl.com
quantumigl.com

quantum
international group ltd

Quantum International Group Ltd: 152 - 160 City Road, London, EC1V 2NX. Registered in England and Wales with company number 09479453