

# ISSA / TENDERSEARCH ALLIANCE

## NOTIFICATION

**TenderSearch Notification provides the most relevant, accurate and timely advice of business opportunities**

### OUR AIM

We aim to develop and maintain a relationship with our clients through providing a valuable service to those who pursue business opportunities through tendering.

Our team invests in continuous service improvement and product development in order to bring to you the most effective tendering resource.

We evaluate each new business opportunity in the context of your stated objectives from established sources of information. TenderSearch Notification delivers:

- Complete capture of all relevant published tenders
- Accurate reporting of detail and non-repetition of tenders
- Speed and surety of delivery
- Value for money

### INFORMATION SOURCING

TenderSearch specialists continually collate and update information on tenders, quotes, expressions and registrations of interest from around the world.

Our highly experienced research team sources tendering opportunities through capital city dailies, regional and local press, trade publications and the internet as well as listings directly from government and corporate purchasers. Press publications alone in Australia number in excess of 525 weekly and all are thoroughly researched by our dedicated team.

No relevant published tender escapes our attention given our ISO 9001 certified procedures.

### TIMELY DELIVERY

TenderSearch provides the most cost-effective way of sourcing relevant tender opportunities. Expert analysis of each new opportunity relevant to your business provides you with the most timely tender notification service available. We alert you within hours of any relevant tenders, which is why our service is currently used by thousands of businesses, industry associations and government departments worldwide.

### CLIENT SERVICE

We have a dedicated client service team to assist you with further information on a specific tender, update your account details and answer any questions you may have regarding your TenderSearch Notification service or further tendering resources.

# RESPONSE

## Enhance your chance of tender success with the help of TenderSearch Response

At TenderSearch we understand the complex task of responding to tenders and preparing proposals. We have a team of consultants, trainers, researchers, writers and designers whose collective expertise is to work with you to help deliver a best possible response.

### INITIAL CONSULTATION

So that TenderSearch can offer you the best advice, an initial consultation is a good starting point to establish how you may best utilise our breadth of experience in responding to tenders and preparing proposals. From offering you a complete bid management service through to training for a do-it-yourself response, TenderSearch Response has many solutions to improve your chance of winning.

### BID MANAGEMENT

TenderSearch can provide a range of services – from strategic planning and project management to development of the final document. As an independent party, our well-qualified and experienced consultants work to your requirements providing support, advice and experience for a more effective response.

### WRITING

If you already have access to in-house expertise but would like some further assistance, TenderSearch Response can help. We can assist in assessing, developing and co-ordinating content, and writing a first-class response. Our specialists will work closely with you to ensure that your organisation is presented in the best possible light.

### TRAINING

Whether you have an established tender response record or have only just begun responding, TenderSearch has a range of tender response training options to help you work towards achieving great results. Our 'Fundamentals of Responding to Tenders' public workshop is our most popular program and is designed to 'de-mystify' the tendering process by offering an excellent basic introduction to the preparation of a successful tender response.

Alternatively, if you have a large group of employees who are involved in preparing tender responses, a workshop can be tailored to the needs of your organisation and presented by one of our consultants. TenderSearch Response training also extends to helping you tackle specific tender response issues with one-on-one reviews.

### RESPONSE SUCCESS

The tender response is your one chance to demonstrate your capabilities to win new business and TenderSearch Response can help you make the most of every opportunity. We invite you to find out more – call us now on 1800 836 337.

## NOTIFICATION PRICING



**AUSTRALIA WIDE**  
Book Rate: \$1850  
**ISSA Rate: \$1150**

**INDIVIDUAL STATES**

**One State**  
Book Rate: \$695  
**ISSA Rate: \$495**

**Two States**  
Book Rate: \$895  
**ISSA Rate: \$645**

**Three States**  
Book Rate: \$1095  
**ISSA Rate: \$795**