

Care Solutions Recruitment Agency

Health Trust Europe (HTE)

Situation:

Care Solutions Recruitment Agency Ltd is a fast-growing employment and nursing agency operating nationwide. They provide high quality recruitment of both national and international nurses and other allied health professionals. Care Solutions Recruitment Agency was passed an opportunity from the Hudson Discover team to work alongside Health Trust Europe (HTE), which acts as a procurement organisation to connect healthcare providers and supplier communities, with the ultimate goal of improved healthcare. However, to receive a formal offer for this contract, Care Solutions Recruitment Agency required a winning bid submission, and within an extremely tight deadline. Due to Care Solutions Recruitment Agency not having the time or in-house resources to complete the bid, they required our team of professional tender writing consultants. Care Solutions Recruitment Agency discovered Hudson Succeed through a simple search on Google, due to the excellent works of our internal marketing team.

Tasks/Challenges:

Feeling pushed for time, Care Solutions Recruitment Agency approached us at Hudson Succeed with an imminent deadline: 3 days left until bid submission. Because of this quick turnaround, we had the challenge of extracting all relevant information from our point of contact, Fred Kivumbi, in good time. To do this, we needed to develop a very detailed bid plan; breaking down the questions asked, detailing our proposed approach and from that, determining what we needed from Care Solutions Recruitment Agency to complete the bid. By providing Care Solutions Recruitment Agency with this bid plan, it allowed Fred to better delegate duties to his team and demonstrate valuable management of what was needed to be sent across to our team.

Activity:

Hudson assessed, quoted and commenced the workload within 6 hours – creating a very specific bid plan within this time. Due to our extensive knowledge and experience with hitting tight deadlines and producing successful bid submissions, we were confident in our approach. Our bid plans are used to successfully extract information from our clients such as; specific financial data, operational processes and policies. Our completed bid plans include portal logins and clarifications, ensuring all relevant information is in one place, making it easier for the wider team to organise and develop a powerful response. During this contract, we were very strict with our own internal deadlines in order to meet the final submission, such as ensuring phone calls did not run over the scheduled timeframe and each party knew where they stood in the lead up to submission (both internally and externally).

Results:

As a result of our productive and skilful approach, we managed to submit the HTE tender on behalf of Care Solutions Recruitment Agency 24 hours before the appointed deadline (with only 3 days to deliver in total). Due to the high-quality content we provided in the response, Care Solutions Recruitment Agency was shortlisted for the HTE contract. Care Solutions Recruitment Agency was so pleased with our competence, professionalism and productivity that they have returned to Hudson for support on two more tender submissions in early 2020.

“Hudson Succeed and their team of expert writers were faultless and there was true transparency throughout the whole tender process. The level of professionalism and competency was apparent and greatly appreciated. With such a tight deadline, we could not have done this without Hudson.”

– **Fred Kivumbi, Care Solutions**