

## Situation

Chic Paradis are furniture provision specialists operating out of their office in Sheffield. They offer a range of high-quality furniture and furnishings, able to offer unique and bespoke items for their customers, using their international supplier network of 56 companies to create a stock catalogue able to cater to the needs of any home, business, or facility.

Seeking to expand their business, Chic Paradis had been searching internally for public sector frameworks for furniture provision. After finding a national framework offered by Procurement for Housing (PfH), the internal team realised they would need some assistance in managing their bid from end to end.

## Task

Specifically, Chic Paradis required assistance in the development of tender responses to the technical requirements put forward by PfH. In turn, this ensured they had adequate time to source all the furniture, furnishings, and appliance required by PfH and develop a project-specific, fully costed stock catalogue.

Chic Paradis contacted Hudson after searching online for bid writing specialists. After calling our sales department, Head of Sales Jamie Peacock ensured their team that the process was

manageable, and a high-quality bid could be put forward despite their lack of experience. Jamie broke down the tender into

smaller sections, making the process more transparent and understandable for newcomers to tendering.

With this breakdown, Chic Paradis decided to go forward with the tendering process and enlisted Hudson in a bid writing and management role. The project was allocated within our internal

team to Project Manager Scott Reid, who was responsible for the end-to-end processes in creating the tender response.

## Action

Initially, this began with the creation of a bid plan. Each question within the tender response was taken and broken into digestible sections, with a range of simple questions in the place of the initially complex ones. This assisted the Chic Paradis team with providing all the necessary information to create the bid.

Scott contacted Chic Paradis at each stage of the process, frequently ringing Managing Director Naomi Whiteley for updates and to clarify PfH requirements and information needed for the tender responses. This consistent contact ensured Naomi was informed of the tender's progress throughout the two-week period it was worked on, and minimal time was needed for reviews.

After the first week, a first round of drafts was generated and delivered to Naomi for review. Any additional information which was required was clearly signposted, with any additional

information highlighted and specific comments made. Naomi was able to simply insert the required information within the gaps, and all amends were made within 24-hours, making the responses ready for submission.

### **Result**

The submission was made in full and on time, with a fully compliant bid being returned. The results are expected on the 15<sup>th</sup> of October.

### **Testimonial**

Here's what Naomi had to say about the service:

*"Being new to tendering I had no idea of what to expect and was quite overwhelmed at the complexity of it. I contacted Hudson for a quote although not the cheapest quote I decided to go with them as I was happy with the communication from my initial enquiry."*

*Scott was appointed to complete the task and made things feel so much easier. The communication was excellent, he went above and beyond what was initially agreed to complete the task on time, nothing was too much trouble for him.*

*I will be using their services again in the future.*

*Thank you very much Hudson team with a special shout out to Scott." - Naomi Whiteley, Managing Director*

If you would like to utilise our bid writing specialist team to manage the process for your company, please contact our sales team for expert advice at 0203 051 2217.