

Situation:

Lineup Recruitment is a recruitment agency based in Lewisham, London, which specialises in healthcare recruitment such as doctors, nurses, social care and mental health specialists. They also supply workers in additional sectors such as chefs, cleaners and security guards depending on clients' needs.

They had come across a public sector tender which they wanted to bid for, but they did not have previous public sector tendering experience. Having Google searched for bid management companies, Lineup Recruitment found Hudson and got in touch with our sales team for some advice about how Hudson could help them with this particular tender.

Task:

Lineup Recruitment required bespoke and dedicated support to respond to a tender inviting suppliers to bid for a place on a recruitment Dynamic Purchasing System (DPS). The buyer required a preferred suppliers' list of recruitment agencies who could supply staff in a range of sectors, which would be a valuable business development activity for Lineup Recruitment.

As Lineup Recruitment had not previously bid for a public sector tender, they needed support and guidance to jump through the necessary hoops and prepare the quality responses with relevant information about their processes, tailored to the buyer's requirements.

Activity:

The dedicated bid writer went through the tender documentation with a fine-toothed comb, identifying the information and documents required from Lineup Recruitment in order to complete the application. This included their insurances, financial figures and details of three previous contract examples. This information was sent through via email, with a phone call made to clarify exactly what was required, as per Lineup Recruitment's request.

The quality responses were then created based upon best practice and tailored to Lineup Recruitment's procedures through phone calls to receive missing information and to complete any gaps that had been identified.

Hudson provided advice to Lineup Recruitment about the structure of their project delivery team, as it is a small company and we wanted to show this as a strength rather than a weakness. The content was therefore crafted around this revised structure.

Once the responses had been completed, they were then sent to the client for their review, for all content to be signed off and any last gaps to be completed. Hudson then submitted the application on the client's behalf, finished with a full handover email detailing next steps and some brief guidance about the tendering portal.

Result:

Lineup Recruitment received notification of successful admission onto the DPS within two working days of Hudson submitting the application, one of our fastest results to date. The client was overjoyed to have been successful, and provided the following testimonial:

"I received impeccable service from Hudson. Great customer service and excellent quality. They were very patient with me, understood what my

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business needs, offered great advice and won the contract. Will definitely be using them again soon.” – Maria Adesanya, Director

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