

Situation:

NC Range Site Ltd are an expanding provider of construction and building services within the Essex, London, and South-East regions of the UK. They specialise in a range of works, including Void Repair Works, Fire Door Replacements/Fittings and Building Refurbishments. NC Range Site approached the team at Hudson after discovering several tender opportunities via their business development strategies.

Task/Challenges:

NC Range Site Director, Billy Richardson, discovered Hudson after searching for tender writing services to help his company apply to a Replacement Firedoors Framework released by Colchester Borough Council. NC Range had little to no experience within the sphere of public sector procurement but were eager to learn and take a 'hands on' approach with their tendering efforts. Therefore, it was important to guide Billy and his team through the various stages of the tendering process, whilst also working quickly to complete all quality responses within a tight deadline. In doing so, we balanced our time between consultancy and writing, sharing our progress with the client as we developed content via a shared DropBox folder.

Activity:

The processes implemented by the Hudson Succeed Team to ensure that we performed to the exceptional standards expected of us are as follows:

- Bid Writer, Jonny Worthy took the lead on project management and content development acting as the key point of contact between Hudson and NC Range Site.

- We set detailed communication procedures for client liaison to ensure that all the information we needed for the tender was extracted quickly and efficiently. To begin with, we underwent a thorough bid plan, outlining what was needed at the earliest opportunity, ensuring the client was aware of the level of input required from them from the outset.
- The tender response went through an internal review process, which ensured that all areas of importance had been adequately and accurately covered within the confines of the wordcount.

Results:

As a result of our efforts on the tender with NC Range Site, we were successful with their endeavour and were accepted onto the Framework, securing them sustainable, ongoing income for the next four years. Hudson have continued our working relationship because of our initial success, and have since seen additional success on the following Frameworks:

- London & Quadrant Housing Trust – Aftercare Small Subcontractors Framework 2020-2024.
- CHP Fencing & Gates Framework

“We have worked with Daniel & Jonny for a couple of years now due to their high level of service and expertise on completing and submitting tenders. From day one they have always been very helpful and adapted to tight timescales. We will continue to work with Hudson.”

Billy Richardson – Director

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