

Situation

Established in 1922, *Simpson York* provide construction and fit-out services throughout the UK from the North of Scotland to Southern England. Simpson York have worked on projects ranging from restoration, leisure and ecclesiastical to finance and specialist joinery. Their vast range of clients include Marks & Spencer, Wetherspoons, York University and Westgate Oxford Library. *Simpson York* approached the team at Hudson to provide Tender Mentor Services, after discovering us on *Google*.

Task

Simpson York were seeking to gain professional insight, review and consultation for their draft submission onto the Procure Partnerships Framework. With prior experience in tendering and already extensive documentation, certifications and procedures in place, through careful consultation all parties agreed that Tender Mentor and design services was the best choice for Simpson York, led by Head of Bid Management, Daniel Hall. Particular challenges that we faced on this contract included last-minute design changes to the submission presentation a matter of hours before the deadline.

Action

Throughout this contract, we worked to our established yet flexible approach which we tailored to the client's requirements through clear consultation and regular communications. Via our accessible client-shared DropBox, Simpson York provided Hudson with all drafts written for their quality responses and relevant information.

Five days prior to the deadline, we provided guidance and review for all aspects of the responses and provided feedback on information covered, approach, style, and layout, and how well the responses met the buyer's specification. We then provided in-depth feedback on our Hudson review template. Following our review of the edited tender response, we offered a final guide and review. Our talented design team, in consultation with Daniel and *Simpson York* representatives, produced a polished final submission template using their internal branding guidelines via InDesign software, and ensured this remained in line with specification requirements.

To meet the last-minute design changes, our team reviewed internal priorities to ensure that any changes could be met before the deadline. Daniel kept in regular contact with the client throughout to confirm changes and clarify important information in liaison with our design team, ensuring Simpson York were fully happy with all implemented changes they requested. Both parties completed a final sign-off, prior to upload by the client.

Result

As a result of this highly-polished submission, through collaboration with Hudson, Simpson York were successfully awarded a place on the framework for the next 4 years.

"Daniel, I would like to take this opportunity to personally thank you and your team for supporting us with our recent tender presentation. This was our first opportunity to collaborate and I was impressed with your strategic approach and ability to work to exacting timescales, particularly during the final stages when you were assigned with several last-minute change requests."

Carl Aaron, Pre-Construction Manager – Simpson York