



Bids, Tenders and Proposals: Winning Business Through Best Practice

Harold Lewis

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Bids Tenders and Proposals is a practical guide to winning contracts and funding through competitive bids, proposals and tenders. Written in a clear, accessible style using examples and checklists from real-life winning bids and tenders, this book explains how to create bids that are outstanding in both technical quality and value for money. This fully updated fifth edition extends the scope and content of the book, making it suitable for established contractors as well as anyone who needs to put together a bid for business or funding.

This timely new edition covers the 2015 EU regulations for proposals, bids and tenders, including the latest regulatory changes to ensure that the reader has the most current guidelines. It also includes new content on bidding for contract opportunities in international markets and information resources to support bids. Bids, Tenders and Proposals provides fully up-to-date best practice and is essential reading for anyone involved in tendering for new business.



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