



Praktis Bid Management Testimonials

1. CMC Partnership



Praktis have been a trusted partner in helping our internal team develop and enhance their commercial bid skills and capability as we have grown from being a niche project management consultancy services provider into now competing with the large professional consultancy firms.

Carol has run workshops for my bid team members and acted as quality advisor on major bid submissions over the past 12 months. Her input has taken our responses into a new league and we are now consistently winning major framework contracts such as those with The Cabinet Office and Ofgem.

Brian Clancy, Chairman (formerly Managing Director), CMC Partnership.

Carol was the keynote speaker at the 2010 CMC Consortium Partner Conference. She delivered an interactive and thought provoking presentation on 'how to write great case studies'. At the end of the session she challenged our consortium partners to write up their strongest case studies. Consequently we have rewritten the majority of our case studies to emphasise the salient points Carol highlighted, measurably increasing our scores from the tenders we reply to.

Praktis and in particular Carol, continue to support us in achieving our ambitious growth objectives, allowing us to develop a number of new clients in both the public and private sectors over the past year. We feel well placed to thrive going forward in spite of the current challenging economic conditions.

Michael Campbell, Sales & Marketing Director, CMC Partnership.

2. Rosetta Stone



'Praktis were appointed as Rosetta Stone's bid management advisors in 2009 as part of our strategy to build new business in the UK public sector. They have supported us in achieving a key corporate objective by helping us to win a place on the new language training framework with the Cabinet Office (formerly Buying Solutions).

Praktis has brought a wealth of knowledge and experience of the public sector as well as shaping our proposals to communicate effectively our unique competitive advantage in the marketplace'.

Donavan White, Sales Director EMEA, Rosetta Stone.

During a series of evaluations of potential consultancies we came to a speedy conclusion that Praktis Solutions Limited were the best positioned team to support and advise our ambition plans within the public sector. As a result we appointed Praktis as our bid management advisors in 2009 and they have supported us since then in winning new framework contracts with the Cabinet Office.

Colin has a wealth of experience in public sector procurement and he is well connected within Government so we feel we have an inside track when it comes to competing for public sector work.

Carol has challenged our team to raise the quality of our bids and specifically focus on our successes and unique selling points which we often underplay. We now have a set of bid collateral and case studies that we can utilise to win new business going forward. Her role in coordinating and driving a dispersed group located in numerous geographies (US, Germany and the UK) was great to see.

We continue to seek advice from Praktis.

Humair (Hu) Naqvi, Manager Government Sector UK/Europe, Rosetta Stone.

3. Changefirst Limited



We value the experience, expertise and guidance Praktis provides in support of our strategy into the public sector. On a recent tender Praktis consultants acted as a 'critical eye' coaching us through the government procurement processes – we would not be bidding or moving in the direction that we are without them.

Caroline Paxton, Head of Client Service, Changefirst Limited.

4. Robertson Cooper Limited



Robertson Cooper engaged Praktis to review their current bid management strategies within the public sector.

As a result Robertson Cooper rewrote all of their case studies and improved their PQQ responses in terms of quality and technical responses...

“Praktis helped to take us into another league”.

Ben Moss, Sales and Marketing Director, Robertson Cooper Limited.

5. Mouchel and Welsh Assembly Government



Praktis managed the establishment of a Consortium ‘delivery partner’ for the Welsh Assembly Government.

Working with the HEDRA (now Mouchel) Consortium and the Agencies within the Welsh Assembly, Praktis was able to establish a successful procurement contract solution to allow SMEs to deliver quality and value for money solutions into the Welsh economy.

6. BT Global Services



Praktis provided consultancy services to help BT Global Services to establish a consortium to support the delivery of business and IT services to the NHS.

Praktis identified the market opportunity and managed the procurement bid process to establish the BT led consortium as the prime delivery partner.