

Project – Bolton at Home Bid Writing

Pulse Regeneration was commissioned by Bolton at Home to provide dedicated 1-2-1 technical assistance to help progress four Bolton Council Housing Floating Support service tenders, including Pre-Qualification Questionnaire (PQQ) and Invitation to Tender (ITT). The objective of the support was twofold, initially to assist Bolton at Home successfully progress through the PQQ stage and secondly to submit fully completed ITT documents. The services had an approximate value of £500,000 per annum, over three years.



Key Actions

The approach involved detailed mentoring to senior officers to assist in completing the PQQs. This included advising on suitable responses to PQQ questions, and subsequently reviewing and editing drafted text. The result was that Bolton at Home was successful for all four PQQs and invited to bid for the next stage tender. More detailed 1-2-1 and group support therefore followed, working with senior officers and the staff team to develop a template response for the ITTs, covering all of the key method statements. From this, support involved reviewing existing information such as policies, brainstorming with officers' potential responses, and 1-2-1 working to develop detailed responses that linked the organisation's experiences to the technical specification and to provide a comprehensive evidence base.

Achievements

- Successful progression through the PQQ stage for all four services and successful submission of all four completed ITTs to Bolton Council
- Bolton at Home was successful in securing two of the four contracts and scored the highest percentage mark for quality on all four contracts
- Senior officers and staff team now have a much stronger understanding of how to approach contract documentation in terms of expectations and presenting a robust evidence-base

“We were extremely satisfied to work with Pulse Regeneration and the quality of their work was beyond our expectations from the outset. We found the consultant we worked with to be highly skilled, able to work with colleagues at differing levels of contract readiness. This was invaluable as due to the size of our organisation different staff required different levels of support at different times; all of which was accommodated by Pulse.”

Julie Riley, Customer Support Manager

Bolton at Home

For further details about how Pulse Regeneration can help, please contact us.

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