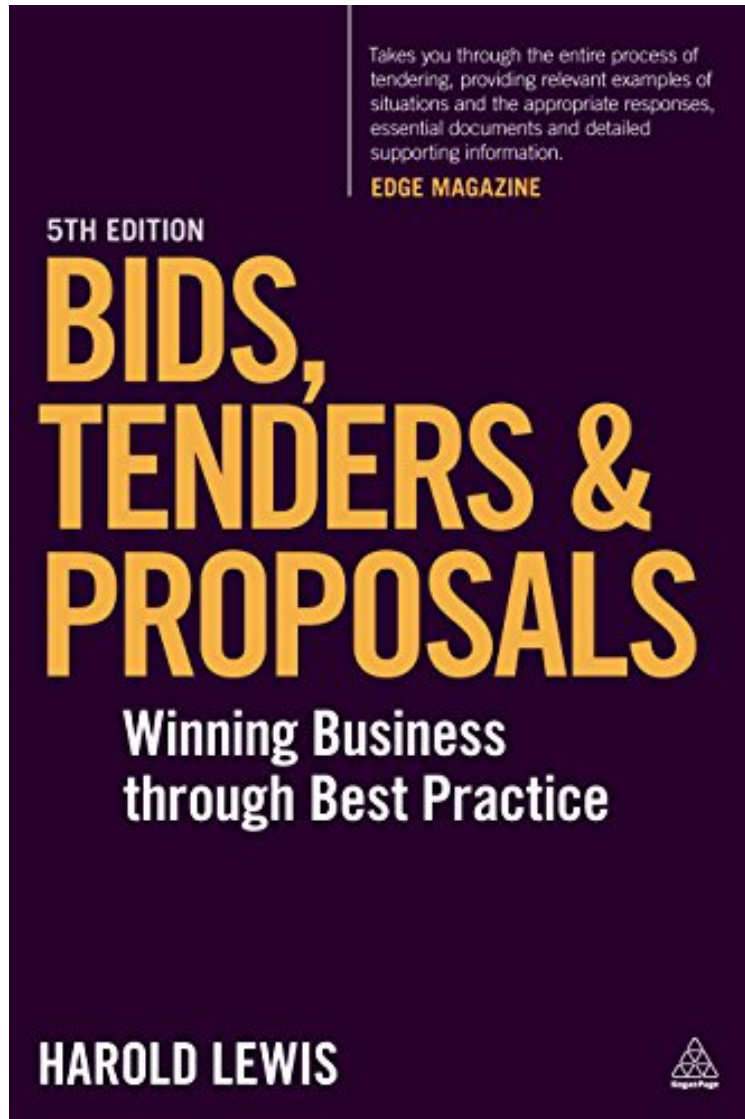


[Read ebook] Bids, Tenders and Proposals: Winning Business Through Best Practice

Bids, Tenders and Proposals: Winning Business Through Best Practice

Harold Lewis

ePub | *DOC | audiobook | ebooks | Download PDF



DOWNLOAD



+

READ ONLINE

#2095500 in eBooks 2015-10-03 2015-10-03 File Name: B0162XEI6A | File size: 56.Mb

Harold Lewis : Bids, Tenders and Proposals: Winning Business Through Best Practice before purchasing it in order to gauge whether or not it would be worth my time, and all praised Bids, Tenders and Proposals: Winning Business Through Best Practice:

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.

About the Author Harold Lewis is a writer, editor and independent consultant and has worked with businesses of all kinds and with private and public sector clients. Having written over 300 successful bids and proposals, he is a leading authority on developing and writing competitive tenders.