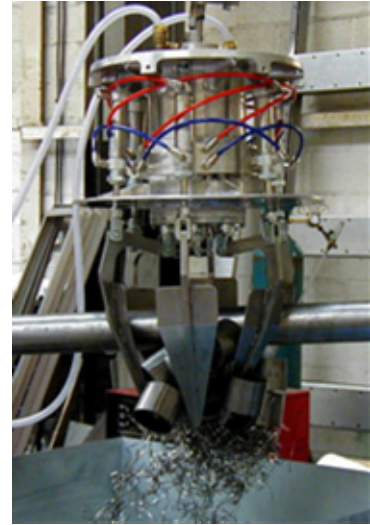


## Nuclear Sector Project Experience

### PCS has experience of supporting companies tendering for major projects in the nuclear sector.

We were recently engaged to work with a joint venture consortium bidding for a large waste processing and encapsulation project at Sellafield. The project was being procured as an Early Contractor Involvement (ECI) scheme to derive similar benefits to those being procured by other public sector clients such as the Highways Agency.

PCS was commissioned in a bid management role with particular responsibility for leading the production and finalisation of the Quality Statement. We were able to provide an experienced bid manager at short notice, to work as a “right hand man” to the Bid Director during a period when internal management resource was over-stretched.



### Strategic Bid Management

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- Strategic review of the response structure versus the clients scoring regime
- Identify the key client issues
- Focus the team on achieving the highest possible score on each section
- Develop alternative management processes to address the key client issues

### Submission Preparation

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- Create writing plans which were then developed with the section owners
- Develop response structures, contents, diagrams, charts, process maps
- Assist the team to define and clarify roles and activities
- Identify activities to be contractor led, and those to be led by the consultant
- Edit the submission to ensure that it communicated a totally integrated solution
- Highlight win themes and unique selling points to maximise the potential scores

### Red Team Review

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- Review drafts suggesting improvements and checking key themes were covered
- Feedback and guidance to the team in order that the final version could be produced

### Finalise Tender Response

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- Polish text
- Edit and precis text to achieve page counts
- Diagram design and production
- Include photos to communicate key messages
- Produce interactive CD for client to quickly navigate around the tender submission