

## Roads & Bridges Project Experience

### **Our customers benefit from a full range of bid management services in this sector – and our particular specialism in ECI projects.**

We bring both bid management and design management expertise, as well strategic support, as an individual full time or part time resource, or a combination tailored specifically for the customer's team, or the project.

We have provided these services on tenders ranging from small county council schemes to the major motorway widening ECI projects and the M25 DBFO ISOP submission.



### **ECI Tenders – using the PCS Excellent Response Development Process**

Early Contractor Involvement demands a high degree of experience and focus to produce a winning document. Having supported a series of winning ECI Tenders, PCS has developed a process to guide the teams we work with to develop high quality, customer focused responses. In summary we:

- Understand the ECI process and communicate to the team
- Develop a model answer - help the team understand response outputs required
- Facilitate meetings and one-to-one sessions with authors
- Develop response structures, contents, diagrams, charts and process maps
- Guide page allocation
- Ensure focus on the key project specific issues
- Understand roles - which are the contractor led and consultant led activities.
- Specialise in the structure and development of critical “General Management” section

### **Strategic Bid Management Services**

- Assist the team to develop a detailed understanding of the client's requirements
- Facilitate workshop meetings to define win themes, win strategy, USPs
- Pink and Red Team Reviews to critically assess the submission as it develops
- Production, management and control of the bid programme
- Resource allocation advice and alert to bottle necks and problem areas

### **Design Management Services**

- Establish tender design deliverables and integrated D&C programme
- Liaise with design sub-consultants, ensuring buildability issues are addressed
- Monitor and review design progress, outputs and associated costs
- Produce, review and edit technical proposals and method statements
- Establish tender and post contract award design processes
- Support development of design service agreements

### **Finalisation of Responses**

- Polish, text to achieve high quality and target page counts
- Design and produce diagrams, charts and process maps
- Creative inclusion of photos to communicate key messages
- Produce user-friendly interactive CDs