



résumé

Frank Schirmacher

Frank is a pro-active, client focused project manager with 13 years experience of successfully delivering bids from OJEU through to Financial Close.

Originally trained as an architect, Frank has subsequently worked in consultancy, contractor and investment roles. He has led bids in the following areas: professional services, facilities management, construction and infrastructure. Procurement routes include: D&B, traditional, PFI, PPP, BSF, frameworks, joint ventures and term contracts.

Frank taps into emerging trends and adds value to submissions by developing holistic solutions, challenging existing practice and adding a new perspective in preparing winning bids.

What Frank would bring to your team

- Defining key win themes
- Bid management process and tender response development
- Design management
- Technical authoring and review
- Technical close of PFI contracts
- Project development post-contract award
- Managing ITC interfaces in design and facilities management proposals
- Managing the bid clarification process
- Enhancing the quality of submissions
- Providing the main point of contact for all team members
- Controlling the quality of submission material from key supply chain members
- Co-ordinating and briefing bid team members
- Preparing for client presentations
- Developing facilities management and lifecycle replacement proposals
- Managing lessons learned post submission



EXAMPLE ASSIGNMENTS:

- IESE Framework Renewal
- SEWSCAP Framework, South Wales
- SMARTE East Framework
- Crossrail Tunnelling Academy
- Crossrail East Kent Spur
- Kingston and Croydon Schools, IESE Framework
- Kent BSF
- Bradford BSF
- Oxon Property Services Framework
- Tameside BSF
- Rochdale Schools PFI
- Waltham Forest Education Services
- Waltham Forest BSF
- Norwich Schools PFI
- Midlothian PFI
- Swanscombe Schools PFI