



résumé

Paul Firth

Paul is a director of PCS and has provided consultancy services to a variety of major construction and investment companies in the defence, light rail, highways, healthcare, education, prisons, fire service and private developer sectors. He provides the management input necessary to ensure on-time delivery of tenders in a high quality format.

With experience of delivering marketing services across a wide range of sectors, Paul takes particular care to understand the individual needs of each client, bringing vitality, enthusiasm and creative ideas, combined with a very pragmatic approach, to deliver successful outcomes on all assignments.

What Paul would bring to your team

Paul specialises in bids that have a high degree of complexity and often a number of organisations working in consortium. As an independent resource, he ensures that a bid reflects the skills and expertise of all participants in a balanced way.

His wide bid management experience enables him to communicate effectively at all levels and drive high quality, winning bids. He is able to work with teams from a central position, ensuring the submitted bid correctly reflects the strengths of the team, addresses the client's requirements and is clearly presented and easy to read.

Paul has also worked with major UK contractors to review their bidding strategy and previous submissions in order to develop plans for future tenders. Paul's expertise includes:

- Bid strategy and management
- Tender response development
- Work winning process improvement
- Business development strategy and solutions



EXAMPLE ASSIGNMENTS:

- North West Gloucester, Stoke and Staffs and London Fire Stations PFI tenders
- P21 and P21+ Frameworks
- Academies Framework
- Building Schools for the Future
- Major private sector leisure developments
- Student Accommodation and Housing PFI
- Leeds Supertram and Manchester Metrolink LRT