



Bids, Tenders and Proposals: Winning Business through Best Practice (Bids, Tenders & Proposals: Winning Business Through Best)

By Harold Lewis

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A practical guide to winning contracts and funding through competitive bids, tenders and proposals, this title gives the reader the benefit of powerful, best-practice techniques. Written in a crisp, accessible style using examples and checklists, it explains how to create bids that are outstanding in both technical quality and value for money.

Including the sound advice of previous editions, this update offers information especially useful to entrepreneurs operating in the European Union. New topics include bidding for lottery grants and research funding; bidding for London 2012 Olympic contracts; summarizing the bid and structuring the work plan; and creating a bid development timeline.

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About the Author

Harold Lewis is a writer, editor and independent consultant with more than 30 years of professional experience working 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.

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