

Case Study

Bid support to help retain a Children and Young People's substance misuse service contract up for renewal and provide constructive challenge and support to strengthen their existing service.



How We Helped

- Using our support to test its viability and logic, The Matthew Project identified new areas within the specification and successfully re-designed their service model to fit the Thrive framework.
- Providing advice and guidance to the TMP team to ensure the new service model met the specification whilst building in flexibility.

BAXENDALE



How We Helped

- Making an existing role a key feature in the new service, meaning the voice of Children and Young People was not only heard but influenced the service.
- Using the TMP's team extensive experience and strong partnerships plus their internal competitor analysis, we helped them to understand where they differentiate from competitors. We identified their win themes, ensuring these were included throughout the bid to strengthen their response.

BAXENDALE



How We Helped

- Leading the bid writing process including meetings with subject matter experts within TMP to inform answers and gain clarification.
- Acting as an extension of their team, producing coherent responses that covered all elements of the specification.
- Enabling the TMP team to gain experience of how the tendering process works whilst continuing to deliver their vital services.

BAXENDALE



How We Helped

- Attending weekly check-in meetings with the team to keep pace, checking progress, providing advice on how to deal with commissioners and submitting appropriate clarification questions.

BAXENDALE



The Outcome

TMP were successful in securing the bid which was critical in ensuring they were able to continue to deliver positive outcomes for Children and Young people across Norfolk.

BAXENDALE



What Our Clients Say

“ Working with Baxendale was a pleasure as the team were easy to get on with and they provided a great service. They supported us with some of the trickier elements of the tender process and enabled us to concentrate on the service model and really make sure we met the specification while they led on the written responses.

”

Rachel Chapman, CEO

BAXENDALE



Get in touch!

Our team at Baxendale led by **Managing Director Ceri Jones** are here to help you with your individual bid requirements.

Her primary objective is to simplify and streamline the bid process, eliminating unnecessary complexities and reducing stress for her clients.



bids@baxendale.co.uk