

WINNING DEFENCE TENDERS *with BidWrite*



AIDN Member

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Who are we?

An award-winning proposal management consultancy helping clients win Defence tenders more easily. With former veteran and Defence industry contractors on staff, we combine global tendering best practice with deep industry experience to assist clients with complex Defence tender submissions.

Track record

\$50 bn +

Billions of dollars worth of business won for our clients

1,500 +

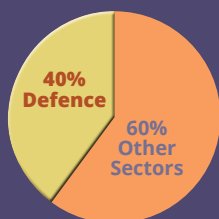
More than 1,500 tenders completed

100 +

Hundreds of clients helped every year

10 +

More than a decade of specialised service provision



Engagements by Sector



Typical Defence Contract Value

Route to market experience

- ▶ CASG (ASDEFCON) – acquisition, support and services
- ▶ DE&IG – from Managing Contractor through to Minor Works
- ▶ CIOG
- ▶ Direct to Primes or Managing / Head Contractors.

Specialist expertise

- ▶ AIC strategy and plan development
- ▶ Managing international / JV tender submission development
- ▶ Defence tendering training for your team – either public courses through Defence Jobs Queensland or in-house.

Call now – before your competition does

For more than 10 years, Primes to SMEs have trusted us to help them win Defence tenders. But to avoid conflicts of interest, we can only work with one client per tender.

To discuss your next must-win tender, call our Defence leads Dr Rodger Manning or David Harvey today.



Dr. Rodger Manning, CPP APMP

0424 686 107

Named 2020 Defence Consultant of the Year, Rodger offers 26 years Defence industry experience. He holds the highest level of global tendering certification possible and since winning his first Defence tender in 2004 has achieved a remarkable success rate of more than 75%.



David Harvey, CP APMP

0421 055 783

David's expertise results from 35 years Defence industry experience, including 10 years as a tendering specialist. This enables him to quickly understand the key discriminators of Defence businesses and then clearly articulate their competitive advantage in bids.

What our clients say

Securing this contract has raised our profile in the Defence market and opened doors to other clients within Defence both in Australia and internationally. We would engage BidWrite's services again without hesitation and highly recommend them to others engaging in tender responses.

Sea to Summit

The tender was highly competitive with a well-established incumbent. The BidWrite team were instrumental to our success by ensuring we delivered a compelling proposal to the Commonwealth. In addition to tendering best practice, their knowledge of the Defence sector as well as broader industry trends were particularly valuable in evolving key aspects of our solution.

Naval Ship Management



Globally certified staff

