



# 10 Tendering Tips

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# Who we are & what we do.

We are the only organisation which has been tasked by both Governments to boost North/South economic co-operation for the mutual benefit of Northern Ireland and Ireland.

We support SMEs across the island to identify and develop North/South trade and innovation opportunities. We do this through:

- **Business programmes**
- **Research and statistics**
- **Networks and partnerships**

# 10 Tendering Tips

Here we go....

# Tip No. 1

Stay current

# Tip No. 2

## Register

# Tip No. 3

Know the rules

# Tip No. 4

Don't bid for everything.

(Really, don't...)

# Tip No. 5

Answer the question



# Tip No. 6

**Think benefits, not features**

# Tip No. 7

Show client focus

# Tip No. 8

No bad language!

# Tip No. 9

**Demonstrate capability**

# Tip No. 10

Consider consortium bids

# To learn more...

## **InterTradelreland Tendering Supports**

Go-2-Tender  
Advanced Go-2-Tender  
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