

PTL 7.0 Bid Preparation and Submittal

Bid Follow-up

The bid follow-up occurs three days after the bid is sent. We are going to fight for the bid and we need to discover the best time to launch our attack.

Change your dialog: I don't want to hear, "Hey Jim, this is Bob from SL, just following up to see where we are with the bid." Too weak, too vague.

Speak to our capabilities and intent - Boldly

1. Did you receive the bid? Shows thoroughness, interest and speed (3 days after bid sent)
2. I'm running point on your project, handling all issues. I'll send you my contact info. (Displays accountability and responsibility.)
3. Is the bid consistent with your requirements? (Commitment to accuracy client requirements)
4. When are you making decisions? I want to win this deal, Bob. I like the project, particularly the helical stairway – most companies shy away from this complexity; we search them out because of our success rate. (intent, capability, boldness)

Bottom line: speak boldly about our intent, capabilities and desires.
We are the best in the industry - speak like it - act like it!