

OUR VALUES

Every service that we deliver will be measured against our four key values.

We do not act without them.

CLIENT FOCUS

VALUE FOR MONEY

BUSINESS GROWTH

EXCEPTIONAL QUALITY

KEY FACTS

53 bids delivered
in 3 years

\$33 billion bids delivered/
supported

\$8 billion bids won,
with **\$20 billion**
still current and
awaiting award

\$1 million pro bono
grant work
completed

ARO Tender Consulting is a boutique bid consultancy firm dedicated to securing work for our clients.

We have completed tender responses ranging from large multi-billion dollar infrastructure and facilities management projects through to small cleaning contracts and everything in between.

With a team of consultants spanning across Australia and New Zealand, we work flexibly and match clients with an experienced consultant specifically suited to their industry and service.

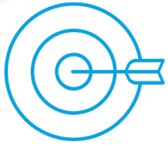
We work with clients on a basis and budget to suit them, from providing core responses that can be edited by your personnel to providing a complete bid consultancy service; we work flexibly to achieve the best outcomes for the bid and your business.

ARO Tender Consulting takes a no-nonsense approach to bid consultancy. We do not believe in unnecessary jargon or sales pitches – we just get the job done, which is why our win rate is high and 90% of our work is repeat business.

YOU CHOOSE 'HOW MUCH' WE DO

From an eagle-eyed proofreader or a professional writer to compose a succinct, clear description of your offering, through to bid managers who coordinate the entire process – our team can help.

Working side by side with our clients, we've managed and delivered submissions ranging from small proposals to billion-dollar PPPs.



BID STRATEGY

A structured approach to assembling a tender response eases the pain of the process.

Our team includes business professionals with the experience to understand your business proposition and work with you to develop a bidding strategy that will bring your differentiators to the surface.



BID MANAGEMENT

We can run the entire bid process for you, from the Go/No Go Workshops, to creating response schedules and a Bid Plan.

Our team can lead, manage and support the entire bid team to produce a winning result and provide progress/governance updates to senior management and continually communicate with stakeholders to ensure critical inputs are received and accountability is upheld throughout the bidding process.



BID WRITING

We can create content from scratch or edit existing material to tailor it for the submission requirements. This will save you time, as our writers work with your subject matter experts to efficiently translate technical speak into well-written responses.

The cost of having your key people toiling over how to answer a question is high. We get it done for you. Releasing your team to focus on their main job!



BID COORDINATION

Pressed for time? We can coordinate bid collation for you.

Our team members understand the bid scheduling process and can coach and support your contributors to attain each stage of the bid review gateways – tailored to your method as required.

TESTIMONIALS

"Downer first engaged ARO Tenders in 2019. We were immediately impressed by their bid and project knowledge, flexible approach and ability to deliver high-quality work despite the tight deadlines.

We continue to work with ARO Tenders and wouldn't hesitate to recommend their services. They have played an integral role in helping us secure more than a quarter of a billion dollars' worth of tendered work to date."

Brian Radford
General Manager Business
Development, Water Services
Downer Group

"Platinum FM engaged ARO Tender Consulting to assist with two highly-strategic bids, and we were extremely pleased with the service and quality we received.

During a subsequent follow-up meeting, our prospective client stated that one of the reasons we were at the table, was the quality and completeness of our bid response.

We will definitely utilise ARO Tender Consulting in the future and have already recommended them to some of our business partners."

Sue Pridmore
Managing Director
Platinum FM



GRAPHIC DESIGN

A picture says a thousand words. Your documents should present information in words and pictures – because some readers ‘absorb’ text and others graphics. Don’t miss the opportunity to reach both types of readers.

We work with you to identify the diagrams and infographics that will best convey your message. Our graphic designers then turn this into professionally-presented results, aligned to your brand and in a reusable format.

Our graphic designers specialise in the development of tender-specific, professional images such as organisation charts, infographics and process flowcharts. We can even format and lay out your entire response in your brand and your voice.



ESTIMATION

Accuracy builds credibility.

Our team includes experienced estimators, fully versed in producing compliant pricing for contracts of all sizes for all industries.

We provide estimators based on their industry specialties and experience. They use market information and proven estimation tools to produce pricing that will prove a compelling, competitive price whilst ensuring it can be delivered profitably.

We manage the ongoing communication between the estimating function and writing function – sharing important information needed by both elements of the bidding process.

Our estimators can assist with a full assessment and pricing or simply review and scrutinise your proposed pricing schedules against market rates.



GET YOUR BID LIBRARY IN SHAPE

When the pressure is on, you need well-written material ready at hand, to quickly assemble supporting documentation for a submission. How many times have you spent long hours in the middle of a bid, trying to get CVs updated or find a case study?

Our skilled copywriters can bring your bid library up to date and polish it to shine!

TESTIMONIALS

“ARO Tenders brought a new level of professionalism to our bid process and the bids we presented to our clients. Engaged to write a strategically important bid, Andrew did a great job in developing and delivering the bid response, so much so that the client gave feedback on how impressed they were.

We were so impressed with the work that we kept ARO Tenders on to develop the client presentation and to deliver five more bid responses.

I would not hesitate to recommend Andrew to any organisation wanting a fresh perspective on bid delivery and those wanting to raise the standards of their bid responses to the next level.”

Steve Taylor
Executive Chairman and
CEO (Previous)
GJK Facility Services



\$16b Victorian Government contract, 2020–2021

North East Link is the biggest road transport project in Victoria's history – completing the missing link in Melbourne's freeway network.

As lead bid writer for the Service Contractor on this legacy project, our team are drawing upon their extensive maintenance and PPP experience to support both the maintenance contractor responses and maintenance components within the designer and constructor responses.

SERVICES PROVIDED:
Bid Writing



\$130m West Camden Water Recycling Plant Amplification, submission for Sydney Water Corporation, 2020

Sydney Water were seeking a Tier 1 contractor to provide Stage A Design and Target Cost Development for the amplification of the existing Water Recycling Plant in West Camden, NSW.

We provided multiple bid resources, including senior strategic advice and reviews throughout the process, as an integrated part of the client's bid team. Our client were successful in winning the contract.

SERVICES PROVIDED:
Strategy



\$650m NSW Whole of Government Facilities Management Service Contract, 2017, for submission to NSW Government

We provided comprehensive bid management for this **facilities maintenance tender**, successfully coordinating and leading the bid team to success.

We guided the client team to ensure full compliance with government standards and criteria and that the response scored highly. This resulted in a successful tender award: the client secured the contract with an extended scope and a five-year tenure.

SERVICES PROVIDED:
Bid Management, Bid Strategy, Senior Bid Reviews



\$150m Victorian Schools Cleaning, for submission to the Department of Education and Training, 2017

We provided bid management and strategic project advice for this significant **Victorian cleaning tender**, successfully coordinating and leading a large tender team.

We guided contributors to ensure the bid was in full compliance with the department's regulations; providing bronze, silver and gold reviews to ensure the bid exceeded the expected standards. This resulted in the client successfully securing a five-year contract.

SERVICES PROVIDED:
Bid Management



City West Water™

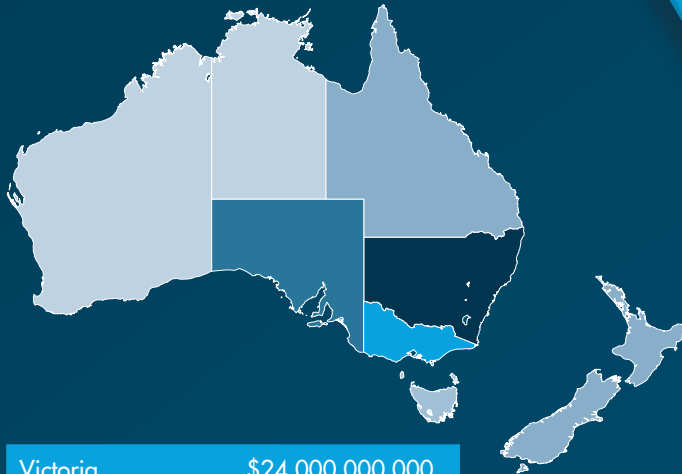
\$75m contract proposal for Design and Construction of Water and Sewer Network Renewals, for submission to City West Water, 2020

City West Water (CWW) were seeking an experienced service provider to deliver their annual program of Network Renewals which included the D&C, replacement and/or rehabilitation of water and sewer pipelines across the CWW service area.

We provided multiple bid resources and worked closely with the bid team and incumbent project team to provide a compliant, compelling bid response – leading to another win for one of our long-term clients.

SERVICES PROVIDED:
Strategy Development, Bid Reviews, Bid Writing and Editing

Bid Value by State



Victoria	\$24,000,000,000
NSW	\$4,900,000,000
South Australia	\$2,710,000,000
New Zealand	\$500,000,000
Queensland	\$447,000,000
Tasmania	\$120,000,000
Northern Territory	\$15,000,000
Western Australia	\$8,000,000

Bid Value by Sector

Roads	\$22,200,000,000
Water	\$5,400,000,000
Health	\$2,500,000,000
Education	\$1,300,000,000
Local/State Government	\$800,000,000
Other	\$500,000,000

Bid Value by Service

D&C	\$27,600,000,000
FM / Asset Management	\$4,693,000,000
Cleaning	\$398,000,000
IT	\$8,000,000
Grants	\$1,000,000

CONTACT US

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