

WHO ARE WE

Ukusiza Consulting is a South African woman owned company providing the correct advice and provide assisting with training to help businesses to source and win more contracts.

We work with the public sector SME's in Government including National, Provincial and Local Government. We have an enviable portfolio of expertise that enables us to advise you in developing winning tenders and proposals that deal with each tender and business opportunity directly.

We have a proven track record and experience, spanning more than 25 years in this field.

Our approach is to apply external knowledge to your organization's internal way of doing work. We know that in order to maximize the potential success for your company we need to shape our expert advice in a way that applies to your way of doing business. This allows us to create rich relationships with our clients.

MISSION

With the right approach the right outcome will be achieved. Using our knowledge your organization will be able to focus on your core business objectives.

Reducing the cost of a full time bid management team, Ukusiza Consulting helps to increase your chances of winning tenders by effectively managing and administrating any company's full bid process.

VISION

Is to develop profitable business by developing and supporting our clients in sourcing, pursuing and winning more sustainable contracts.

We strive to grow business through developing and winning work by best applying the qualifications, capacity and experience of our clients, all of which is carried out through a structured and lean process. By providing commercial and procurement advice we are here to save you time, develop your capacity and provide you with a return on your investment.

VALUES

Our core beliefs are founded upon our integrity, confidence and personable yet professional approach to business. We take great pride in guiding you through the complete tender process by providing support to assist you, every step of the way.

We apply our continuous learning, working across sectors to deliver high QUALITY submissions.

GOAL

Our goal will allow you to:

- Comply with tender document requirements,
- Source and win more tenders,
- Build capability in winning tenders,
- Reduce the time spent in winning contracts,
- Develop and train your team to win more contracts, and
- Improve your business processes.



Winning Tenders

Ukusiza Consulting is a South African woman owned consultancy firm, providing high quality advice, tender management services and related training, development and support. We enable SME's to source and win more contracts using our quality tender processes and resources.

We provide services to SME's specializing in advice pertaining to the Public Sector, which spreads across all Government Sectors including but not limited State Owned Entities, National, Provincial and Local Government. We have built invaluable processes that enable us to advise you in developing persuasive and winning tenders.

We have a proven track record spanning more than 25 years in Government, State Owned Entities and Corporate.

Sourcing Tenders

In order to grow and excel, in business, Ukusiza Consulting increases tender and sales opportunities. Whilst the task of actively searching for tenders and RFQ's is very time consuming for any company, we are able to source across National, Provincial and Local Government for opportunities that are both appropriate and best suited for your business.

Our access and understanding to the Government procurement cycle enables us to support SME's in gaining entry to the Government supply chain opportunities.

Once we understand your business we will source tenders to match your business by means of;

- The geographical location of contracts you want to work in,
- The type of clients and/or sectors you want to work in,
- The value, range and type of contracts you want to win, and
- Matching your business model to ensure you are capable of winning and carrying out these contracts (i.e helping you qualify tender in or out).

Building a sales pipeline is the first step to success. Knowing how to manage it, is the second. Ukusiza Consulting can assist SMME's through consultation on each of these stages of the process, which in return will help business owners to ensure that their company has healthy revenue stream and retention measurements. The stages we advise on are as follow:

- Prospecting,
- Investigation,
- Customer Evaluation,
- Negotiation, and
- Contracting.

Bid Management

Ukusiza Consulting will guide and support you in effectively sourcing, selecting and providing the best change in securing tenders. Whether it is for Local, Provincial, National Governments or State Owned Entities, we have the knowledge, skills and experience needed to assist you.

We advise our clients across the ICT sector to understand the core components for tendering success.

We have developed a tender management processes that can enable your business in winning bids professionally, effectively and commercially. We will assist your business to organise, manage and deliver high quality submissions.

As specialists who possess evaluation, procurement and management skills, we add value to our clients by evaluating bids prior to their submission. We have 3 proven interventions that ultimately lead to winning bids.

Not only can we reduce the cost of a full time bid management team, we help to increase your company's chances of winning tenders by effectively controlling and administrating the bid process.

As part of Ukusiza Consulting's winning bid management interventions we offer the following;

- **Tender Audits**

- We will review / audit your tendering process and tender documents to identify areas of improvement,
- Unofficially score and mark the bids prior to submission,
- Advising on changes to bid submissions, thus increasing the company's chances of winning,
- Sometimes companies can win or lose by the smallest of margins. Our bid management reviews can help with making the difference between winning and losing the bid, and
- Government can sometimes make small changes to the standard bid documents (SBD's) whereby we will update you to ensure adherence to the regulations.

- **Bid/Tender Writing**

We compile responses on your company's' behalf to help alleviate the stress and confusion associated with a complex tender, in addition to improving the caliber of your company's submission and hit rate thus allowing you time to focus your efforts on your company's core business, your financial model and your technical response.

- **Commercial Advice**

We can advise your company on the modeling of your submissions, provide commentary on the terms and conditions and advise you on compliance issues, in order to enable your company to meet the clients needs and your own internal compliance (GCC & SCC).

We can provide you with the following tender review feedback:

- Review of previously submitted RFQ's or Tenders,
- Review of your policies to ensure they meet public sector requirements,
- Review of your tender toolkit and tender structure,
- Review of Case Study / Contract Data Sheets (content and structure),
- Review Bid Process and Compliance, and
- Review approach to sourcing tenders and willing public sector business.

Transversals (Accreditation)

It is critical that all Technology Companies in South Africa form part of the Transversal contracts that are established by Government to facilitate the procurement for goods and services which are required by one or more entity. These are term contracts that allow Government quick and easy access to already accredited companies.

Ukusiza Consulting will assist your company with accreditation on these contracts by providing you with the following services:

- Advice on Transversal Publications,
- Ensure participation in all transversal term contracts where applicable to your company,
- Submission of accurate tender as per specifications,
- Advise your company on the correct accreditation requirements for each service and/or goods,
- Completion of all technical requirements, and
- Advise your company of all Conditions of Contract (GCC & SCC).

Winning RFQ and Tender Toolkit ("Go - No Go")

A pre-qualification questionnaire should be completed before your business continues to tender. This toolkit will help your company to focus on only the highest graded opportunities.

We will work with your company to build an appropriate toolkit comprising of the following:

- Registration (CRM),
- Opportunity Overview,
- Qualification Score Card,

- Mandatory Requirements,
 - Financial Requirements / Insurance,
 - Solution Requirements, and
 - Risk Register.
- **Quality Management Documents to form part of your toolkit**
 - When it comes to preparing and evaluating tenders, we will work with your company to develop a range of quality management documents that act as a checklist for ensuring that vital information is consistent and concise and meets Government's policies and procedures.
 - Ensuring key information is contained within the tender, and the documents provide persuasive demonstration of your organization's capability, solutions and originality.

CONTACT US

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