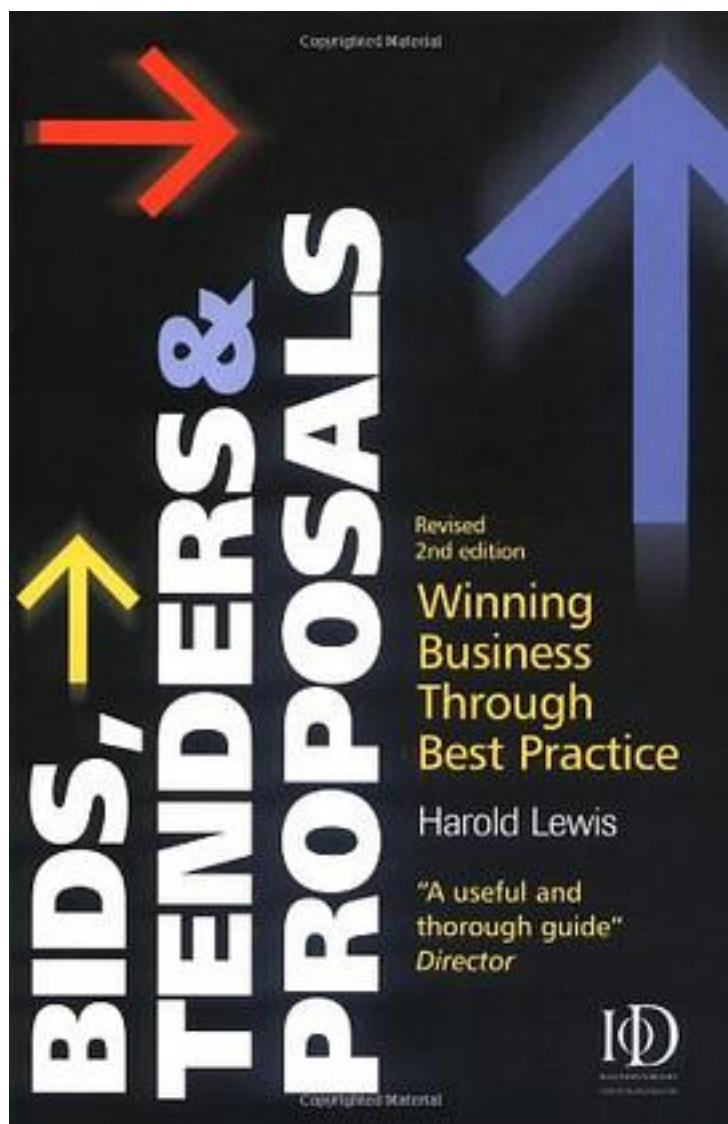


Bids, Tenders & Proposals



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This is a practical guide to winning contracts and funding through competitive bids, tenders and proposals. New topics include action during pre-proposal stages of business development and market intelligence. There is more advice to help manage the process of proposal writing, including tips on document collaboration and version control. It gives the reader the benefit of powerful, best-practice techniques.

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