



# DELICIOUS DOS BID RECIPE

## INGREDIENTS

### Prep:

- The budget
- Closing date for applications
- The opportunity requirements
- Evaluation criteria

### Sauce:

- Staff and resources
- Attractive price
- Evidence of experience

### Main:

- Case study style answers

(max. 100 words each)

### PREP:

A FEW HOURS

### COOK:

1 WEEK APPROX.

### SERVES:

OVER £1BN SO FAR

## DIRECTIONS

1. Prep your DOS bid by reading the opportunity carefully. This includes the buyer's requirements, instructions and especially the evaluation criteria.

If you can't meet everything they're asking for, then the recipe won't come out the way you want!

After you've completed your prep, start building the sauce for your delicious DOS bid. Take some time with this part, as this will bring most of the flavour to the recipe!

2. Get all of the right resources and staff that you need into the kitchen. The team you assemble and outline for the opportunity can make or break the recipe.

Agree on an attractive price for your solution. It's not a 'lowest price wins' scenario, but a good, reasonable price can give your dish the edge.

Compile all of your evidence to the requirements. You'll want the freshest examples and ones that show you're hitting the points exactly.

Put your sauce aside until you combine it with your main...

3. Now, you'll want to create some great, high scoring answers.

To make these, follow the format:

Situation - What was needed and by who?

Work - What did you carry out to meet the needs?

Results - What did the work accomplish?

Add your sauce to the main answers, making sure it all fits nicely into each serving.

Each one should be a maximum 100 word answer for each requirement - and be in a case study style.

4. Lastly, it's worth checking over your answers. Ask those in different departments to carry out a taste test before submitting.

And there you go! Remember to serve hot to your potential buyers.