

Profitable Pitching

How to improve return on investment this year



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Common Problems

- A random approach to work winning divorced from strategy
- Decisions to pitch are easier than not pitching but quality suffers
- Opportunity cost to the business in wasted time and resources
- No measurement of either investment or return
- Re creating the wheel each time means no time to think creatively
- Presentation team think “winging it” is an ok approach
- Being involved with a tender is a problem not a privilege
- Client relationships start on the wrong foot
- Business won struggles to make money and is difficult to resource correctly

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What we do

Our Talent is Unlocking Yours.

Pitching is a necessary evil. We spend more time doing it than we would like, so winning with as little wasted time as possible is really important.

At Richmonte Wells, we are great at understanding the nuts and bolts of what makes your business special and then focusing on that to drive your business forward.

We know how to hone your pitching skills and tools to make them ruthlessly effective. We will give you standard processes, ways of measuring success and streamlining decision making. We will help you curate a useful bid library so you can stop recreating the wheel. We will make your bid presentation teams the best that they can be.

If you aren't sure where your strengths and weaknesses are, why not ask us to do a Pitching Capability Assessment for you? Or a Tender Review and Report? We know you will be delighted with the results.

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Results

- Wins that are on strategy and build the right business
- Clear and shared decision making
- Less wasted time – fee earners and bid specialists
- Documents that make an impact but are easy to produce
- Confident, successful presentations
- Better client relationships – from the start
- Win rate measured and improved – every quarter
- More profitable business
- More fun – everyone likes winning!

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Offers

1. Pitching Capability Assessment

One of our consultants will assess your current pitch process. Worth its weight in gold in terms of insights, we usually charge £1000 for the Assessment, but it is available to you for only £800 in September and October.

2. Full day Bid Presentation Coaching

If you have a critical bid that you need to win, one of our consultants will spend a day with your pitch team to make your presentation the best your team have ever delivered.

3. Tender Review and Report

To show you how to improve your return on investment, we will review your last 20 tenders and suggest opportunities to improve. Can be booked with the Assessment for a powerful one stop overhaul of your pitching capability. Call us now to arrange yours.



Richmonte Wells

Knowledge. Experience. Focus. Results.

www.richmontewells.com