

Bid Management & Tender Writing

Portfolio

Comprehensive Tender Solutions with Expert Bid Writing and Procurement Support

Introduction

About Visionex Solutions

Visionex Solutions specialises in delivering high-quality bid management and tender writing services. We provide end-to-end support for preparing compelling technical bids that include methodologies, programs, estimating, procurement strategies, and compliance documentation. Our approach ensures that every submission is strategically crafted to maximise the chances of success.

Our Approach

At Visionex Solutions, we understand the competitive nature of tenders. Our team of experts ensures that each bid is technically sound and persuasive, clearly demonstrating the client's capabilities, experience, and value proposition. We integrate procurement strategies, cost analysis, and compliance assurance to develop a well-structured and winning bid.

Why Choose Us?

- Expert Technical Bid Writing: We craft structured, persuasive tenders with transparent methodologies and execution plans.
- Comprehensive Tender Management: Our team manages the entire process, ensuring timely completion and submission.
- Procurement & Estimating Expertise: We provide cost analysis, material procurement strategies, and accurate financial projections.
- Tailored CVs & Case Studies: We enhance bids by preparing professional CVs and case studies that showcase relevant experience.





Bid Writing & Tender Documentation

- Technical bid writing with structured methodologies and execution plans.
- Completing tender documents, ensuring full compliance with client and industry requirements.
- Prepare company and project-specific case studies that align with the tender's scope.
- CV writing and optimisation for key personnel, emphasising relevant experience and expertise.
- Creation of risk management plans, safety documentation, and compliance matrices.



Estimating & Cost Analysis

- Detailed cost analysis, including labour, materials, subcontracting, and overhead expenses.
- Development of competitive and realistic bid pricing strategies.
- Financial risk assessment to ensure budget adherence.
- Integration of procurement strategies to align with bid requirements.





Procurement & Supply Chain Management

- Assistance in supplier negotiations and procurement planning for tender submissions.
- Identification of cost-effective sourcing solutions to enhance bid competitiveness.
- Compliance with sustainability and industry-specific procurement requirements.



Program Development & Scheduling

- · Creation of realistic project schedules and timelines.
- · Development of work methodologies with clear execution phases.
- Use of industry-standard scheduling tools to optimise project planning.

Portfolio

Completed Projects

Case Study Client : GMA Pty Ltd



Methodology

GM4

Pricing Schedule

Description	Unit	Quantity	Unit Rate	Amount
ENERAL				
icluding all administration and site requirements, costs, record keeping, bank fees,				
anagement systems and documents, survey, training etc. as necessary to carry out the				
ork in accordance with the drawings and specification)				
te establishment & removal, including temporary fencing & all required site regulatory and				
her signage (to be maintained whilst in place) for applicable extents and duration - as per the	Item	1.0		
secification, including Contract Specific Clauses; and erection and maintenance of Project	10011	1.0		
gras for the duration of works - signs to be supplied by Council				
te Management and Supervision, including but not limited to preparation & delivery of letter				
Wising affected property owners/tenants of proposed works and associated and ongoing				
ison with affected stakeholders - refer Contract Specific Clauses; coordinating with service				
Athorities to arrange relocation/installation of/modification to services which may need to be				
sdertaken by them, as applicable; and coordination with other Contractors such as, but not	Item	1.0		
scessarily limited to new toilet supplier and 'installer' - refer Contract Specific Clauses. This en excludes coordination liaison with service authorities in relation to modification.				
Idecommissioning of/installation/extension of services to be undertaken by the Contractor - wered in separate schedule items. This includes abolishment of existing power				
wered in separate schedule terms. This includes abous invent of existing power winection/meter, and application for new meter.				
	-			_
affic (including pedestrien) Management in accordance with Road Management Act 2004 and tarksite Safety – Traffic Management Code of Practice including risk assessment Sec 166.06.				
tablishe Safety – Traffic Management Code of Hractice including risk assessment Sec 165.05, TIP MoA. Council MoA and Variable Message Sign boards for two weeks prior to				
In Mox. Council Mox and variable Message sign boards for two veeks prior to immencement on site. Includes provision of traffic management for deliveries on site,	Item	1.0		
duding new tollet building to be supplied, delivered and "installed" by others) - refer to				
obtaing new lover buriary (in one supplied, derivered and installed by delets) - rever to swired! Specific Clauses				
inery & setting out	Item	1.0		
			_	
scation, marking & proving of utility services	Item	1.0		
wironmental Management (including, but not necessarily limited to tree protection fencing, all	Bem	1.0		
guirements of section 100 Contract Specific Clauses & Standard Section 176)	146111	1.0		
JB TOTAL 1 - EXCLUDING GST				
ARTHWORKS & DEMOLITION				
scluding all labour, plant, survey, removal and disposal of material, as necessary to carry out				
e work in accordance with the drawings and specification.	NOTE			
smolton includes saw cutting, and includes but is not necessarily limited to the items				
entified below.				
srthworks include stripping & stockpling of topsoil for re-use; cut & fill for construction; and				
sposal of all surplus, unvented material offsite)				
HEST ANY REDUNDANT FURNITURE. PLAY EQUIPMENT ETC. NOT TO BE SALVACED				
OR RE-USE IN THIS PROJECT OR TO BE RETAINED BY COUNCIL FOR PROSPECTIVE				
JTURE RE-USE AS SPECIFIED, BECOMES THE PROPERTY OF THE CONTRACTOR, IT				
SUGGESTED THAT THE CONTRACTOR GIVE CONSIDERATION TO DONATING ITEMS				
3 CHARITY, NOTE THAT COUNCIL SHALL NOT BE RESPONSIBLE/LIABLE FOR ANY				
UTCOME OF ANY SORT RELATING TO THE RE-USE OR OTHERWISE OF ANY				
ATERIAL, EQUIPMENT OR ANY OTHER REDUNANT MATTER REQUIRED TO BE				
EMOVED FROM THE SITE; AND DOES NOT WARRANT OR GUARANTEE IN ANY WAY				
HAT ANY MATERIAL, EQUIPMENT OR ANY OTHER REDUNANT MATTER IS FIT,				
JITABLE OR SAFE FOR RE-USE IN ANY WAY				
to proparation including clearing & grubbing and removal of reclandant material from			_	
te. Suitable salvaged site topsoil (conforming to the Specification and approved by the sperintendent) to be stockpiled for re-use on site.	Item	1.0		
		_		_
cludes spreying of all areas to be landscaped, soft & hard, with herbicide such as Basta Autosinate Ammonium) or approved alternative in preparation for new surface treatments.				
surpartition Animonium) or approved attendance in preparation for new surface treatments.				
retained. This is a first application. A second application is required for planting & turf areas.				
cluded in separate schedule items.				
Las per the Drawings, Specification and other applicable standards, guidelines, legislation				
and per use crewings, operational and one approaches sandards, guidelines, registerior ad requirements, including Australian Standards, EXCLUDES other preparation requirements				
sociated with planting and grassed areas - refer to Planting, and Planting & Grassed Areas				
agaration' item for these requirements				
sthworks - including trimming/grading/fill-boxing out for surfaces & features as applicable.	-			
ad all other necessary earthwork to suit proposed levels as per the Contract Specific				
rawings; and implement the proposed works. Includes any earthwork necessary for new tollet				
alding slab (to be supplied and 'installed' by others) - tolet design yet to be undertaken but will	Item	1.0		
guire minimal, if any earthwork. Excludes trenching for drainage, imigation, service				
stallation/modification etc included in relevant schedule items				
wak out, remove and discose of existing play equipment, including footings	Dem	1.0		-

A	Remove existing soffial mulch, rubber wearing pade, edging and any other miscellaneous feature within the existing play equipment area. Stockuple suitable swhoged mulch (conforming to the Specification and approved by the Superintended for the result in price had all unsuitable mulch, and other redundant interns and materials to be removed and disposed of Existing playspound area approximately. 70cg m.	Item	1.0		
.5	Break out & remove existing playground fencing, including timber plinths and footings, and dispose off site.	Lm	20.0		
.6	Tree removal including grinding of stumps to below existing surface level and provisional policining, as applicable (13 No.) - refer to Contract Specific Clauses. Trees to be removed to be confirmed with Superintendent on side or earn to remove.	Item	1.0		
7	Remove existing seets, including concrete pads/footings and dispose off site	No.	2.0		
.8	Remove existing park bench and concrete pad. Clean and store bench temporarily for reuse within proposed works	No.	1.0	(3)	
.9	Remove existing park bench. Clean and store bench temporarily for reuse within proposed teachs.	No.	1.0		
1	Remove existing picnic settings including concrete bases/footings and dispose offsite	No.	3.0		
11	Remove existing bin enclosures (internal bin to be returned to Council) including concrete bases floolings and dispose offsite	No.	3.0		
12	Remove existing bin enclosures (excluding bins - to be retained on site for use, per Contract	No	2.0		
	Specific Clause). Clean and store enclosures temporarily for reuse within proposed works. Remove and retain existing drinking fountain and concrete pad. Clean and store fountain.	100.			
13	Isimporerly for reuse within proposed works. Existing water connection to be disconnected and capped off by a Loronder Plumber in accordance with anythin relevant standards, including any Central Highlands Water requirements. Item includes Islanon with CHM to determine any specific requirements, obtainment of any permits, arrangement of any required inspections, prevision of Certificate of Compliance for decommissioning, and anytal necessary associated activities and could be controlled and the compliance of th	item	1.0	-	
14	Remove redundant existing signs, sign poles, bollands, and dog bag dispenser and pole, and all associated footings and dispose offsite	Item	1.0		
15	Carefully remove existing Aleppo Pine historic sign, including any footing, and return to Council for refurtishment and reinstallation by others	mem	1.0		
16	Remove and retain existing boulder. Clean and store boulder temporarily for reuse within proposed works	Item	1.0		
	Remove and retain existing boulder with plaque. Clean and store boulder temporarily for reuse				
.17	within proposed works	Item	1.0		
.18	Coeffully remove and relate existing SAMPP (Lip is 1 girls) right boxes structure and footlogis). Clear and stores substant interporting for reaso within proposed works. Conflict selections, Clear and store substantial resolutions of the conflict selection and conflict selections are any little relations. Package any Powercon or other relevant electrical substantial requirements. Him much claudies lainon with Propercondition relevant electrical substantial sequences. Properties and properties are substantially as a substantial relation of days required respections, provides of Coefficient of Coefficients for decorresponding, and any affire excessive properties. Provides of Coefficients of Coefficients for decorresponding, and any affire excessive properties. Provides and Coefficients of Coefficients for committee only and any affire excessive properties. Provides and Coefficients of Coefficients for committee only and any affire excessive properties. Provides any affirm of the coefficients of the committee only and a substantial committee of the committee of the coefficients of coefficients	Bern	1.0	-	
.19	Ereak out & remove existing concrete paving, including TOSI. Any masonry material which is preven to be suitable for use and approved by the Superintendent for use as base material for lawy pavind suitables, to be relationed and stockpied. Dispose of immediating off size.	m2	115.0		
2	Remove existing planting and mulch from garden beds. Stockpile suitable salvaged mulch (conforming to the Specification and approved by the Superintendent) for reuse in garden beds. All unsuitable mulch, and plantings to be removed and disposed off side.	m2	258.0		
21	Centrally remove existing bricks pureing and brick edging & lost brick wasks (all bricknown equivalenge country gold book directure book seek, and existing proteined setulates brick places (builded be to be approved by the disperimented paskaged bricks and brick places to be subjected bricks of the proposed by the disperimented paskaged bricks and brick places to be which is priver to be subtled for use and approved by the Disperimented for one as base. Metallication of the proposed bricks and brick places be the disperimented for the proposed paskaged bricks and brick places for the disperiment places. The disperiment places are the proposed of the disperiment places and brick places places are the proposed places and the proposed of the proposed of places and bricks and brick places for the use on this propost or other flustral properties, dependent on required quartily, or covered in Provisional bricks.	m2	220.0		
22	Carefully remove existing juvenile Aleppo Pine and retain and maintain for re-planting in new location as part of the proposed works. Removal and maintenance prior to re-planting must be	Itom	1.0		
23	undertaken according to the methodology/requirements to be specified by the Superintendent. Demolish existing rotunds in accordance with Australian Standard AS 2601 Demolition of	Item	1.0		
23	Structures, current industry practice, and all other relevant legislative or other requirements, including:	nen	1.0		
	- Caenthy domantie existing prick pillans. Suttake in the approved by the Superintendent; swinged brids to be adolgielektrone impreseryly for portional misses within proposed works. Any masony material when is proven to be suitable for use and approved by the Superintendent for use as best relativistic for mer pared sufficies, to be relatived and stockpled. Redundant, unsuitable brids to be disposed official. Provisional cleaning of salvaged bricks for lessue, dependent on regulated quality is, covered in Provisional litera.				



Motor Corporation ffth Street ındabout ralasian HQ





Case Study Client : Cut and Climb Pty Ltd



PROVISION OF TREE MANAGEMENT SERVICES TENDER OVERVIEW

Methodology



rease feel free to contact me at additional information.



Executive Summary

We specialise in urban tree management, advanced planting, and sustainable green solutions, ensuring all works align with Australian Standards, WorkSafe regulations, and best environmental practices.

it.
Ing 6 canopy management – Enhancing tree health, structure, and safety through crown lifting, in thinning, and deadwood removal.

removals 6 stump grinding – Safely removing hazardous or declining trees while ensuring site totement.

Strategic tree planning programs – Implementing large-scale planning projects that enhance biodevening and asstrated appear. Exclusively and asstrated appear in a planning planning

Tender Response Forms

Tender Closing Time 2:00PM Friday 28 February 2025

Please enter Tenderers name here

cutandclimb







- Hazard Mitigation: Upon arrival, we will assess the situation to identify immediate threats to public safety or property. We will perform necessary remedial actions, such as removing broken limbs or stabilizing the tree, within 24 hours of the initial report.

The operating crew will consist of at least two workers with one to remain on the ground as a safety observer or spotter. The nominated ground worker would also be trained in the operation of the lower vehicle-mounted controls to lower the platform in an emergency.

A pre-start safety check will be carried out on the EWP in accordance with the mar instructions to identify damaged or faulty equipment and to ensure the EWP is safe to ope









Case Study Client : GMA Pty Ltd



Pricing Schedule

Methodology











73 Miller Street, Epping Remediation













Separation Pages



Our Methodology

Step

Initial Consultation

- · Understanding client requirements and project scope.
- Defining key deliverables and bid submission deadlines.
- · Identifying differentiators to strengthen the tender submission.

Step

Bid Writing & Estimating

- · Crafting compelling technical content, methodologies, and case studies.
- · Developing a comprehensive cost estimate, including materials, labour, and contingencies.
- · Structuring the document to align with evaluation criteria.

Step

O3 Review & Compliance Check

- · Ensuring the bid meets all technical, financial, and compliance requirements.
- Conducting quality assurance reviews for accuracy and completeness.

Step

Submission & Follow-Up

- · Preparing the final document for electronic submission.
- Assisting with post-submission clarifications or presentations as needed.

Key Differentiators

- Expertise Across Industries: Our team has experience preparing successful bids in construction, infrastructure, engineering, and more.
- Winning Strategies: We incorporate industry best practices and proven methodologies to enhance bid competitiveness.
- Client-Centric Approach: We work closely with clients to tailor submissions that reflect their strengths and unique value propositions.

Client Testimonials

Client

01

Visionex Solutions transformed our bid submission process, delivering a well-structured, highly competitive proposal that won us the contract.



Client

<u>02</u>

The expertise in bid writing and procurement planning helped us stand out from competitors. Highly recommended!



We are ready to assist you with your next tender submission. Contact us today to discuss how Visionex Solutions can support your business.

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Email: info@visionexsolutions.com.au Website: www.visionexsolutions.com.au