

# Love me tender

MANAGING TENDER documentation can be problematic, with issues of security and compliance with EU procurement legislation just two concerns to be considered. Fortunately, BiP Solutions' Vault service offers a low-cost solution to this problem, with a range of other benefits also available.

Vault provides a completely secure means of storing and transmitting Invitation to Tender (ITT) documentation, and then receiving, managing and logging responses. It can be used to facilitate all procurement procedures for every value of contract, helps to reduce the administration costs associated with tendering, and is accessed via the internet.

Vault's success isn't just limited to the UK. The tourism agency VisitBritain recently used Vault for a tendering exercise on behalf of one of its branches in New York. Fourteen suppliers responded to the ITT, nine of whom were based in the USA. Vault enabled the management of the tender documentation to be carried out without a hitch, even when large files were uploaded by suppliers – a testament to Vault's stability.

Hazel Burden, Financial Policy Accountant for VisitBritain, said: "Vault proved to be an invaluable service to us during this tendering exercise; helping us to manage all of the tender documentation efficiently and simplifying the process both for us and those submitting tenders. Having an audit trail and access to previous tender documents was really useful, especially as a learning resource for staff creating a tender for the first time. The knowledge that BiP's support staff have of the entire tendering process is also really helpful."

VisitBritain is just one of a growing number of organisations to benefit from the Vault service. December 2006 saw 30 tenderboxes closed, with documentation made available to, and received from, over 400 suppliers.

To find out more about how Vault can ease your tendering process, go to [www.bipsolutions.com/Delta/vault.html](http://www.bipsolutions.com/Delta/vault.html), contact the Public Sector Solutions team on **0845 270 7090** or email [psst@bipsolutions.com](mailto:psst@bipsolutions.com)

Tender

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