

## Successful Recipes

# producing work winning tenders

### Ingredients

*1 chance to create the right first impression*  
*1 new business and tenders specialist*  
*1 thorough tenders briefing session*  
*1 client that recognises the value in professional, persuasive tenders*

### Method

In many industries, tenders are one of the main ways of winning new business. In others, it is an increasingly used method of awarding work. Either way, tenders are a vital way for you to secure new business and new clients.

When you want to stand out from the crowd in a competitive market, high-quality, well-designed tenders are a real asset, setting you apart from your competitors and giving that all-important great first impression and professional approach. And whatever format or document type you need your tenders to be, Mango's experienced tenders team will help you seal the deal; producing award winning tenders in every conceivable format, including covers, full colour printed tender brochures and MS Word Templates, CDs with bespoke tender covers and branded tender binders. Our creative team can even reformat your MS Word documents.



We have worked very closely with Mango for many years, to help improve our marketing strategy. They understand our requirements and produce highly creative ideas. Our marketing and creative approach is targeted directly at our customers. Continual production of quality printed and web based marketing materials has helped us develop new business and continue to grow the company. We see Mango very much as an integral part of our company, working together to achieve our long term plans.



**Barry Brown**  
Marketing Director  
Metso Bender Paper Ltd



At Mango, we've got the creative tender solutions to give you the best chance of winning new contracts – and making the procurement process really go with a bang. Our team of specialist designers can bring your tenders to life, giving them vibrancy, credibility and style. If you require tenders with visuals, our creatives can produce illustrations, graphs, charts, logos and include testimonials with real impact. Or if you'd like to use photography in your tenders, our photographers are on hand to help.

We love working closely with our clients to bring the best out of their tenders, giving them a head-start in the race to secure that major contract. And we provide a complete end-to-end tender solution. Starting with a creative concept, we develop our thoughts, produce visuals and present our initial tender ideas. Based on our your feedback and input we then produce your tenders. We can even take care of all your tender printing requirements.



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Let Mango help you achieve your marketing goals. Call our team today on

**0161 601 6522**

visit [www.mangocommunications.co.uk](http://www.mangocommunications.co.uk)