

# Keeping Actif with TenderTap



## The User :

Actif is a research and delivery consultancy specialising in entrepreneurship, leadership and small business development.

The company has been running since 2000 and it works with a wide range of clients from schools and universities, to enterprise agencies, small businesses and the public sector.

Actif is a member of Service Network.

Service Network is a membership based organisation that provides a platform for Knowledge Intensive Business Service companies, in the North East of England, to meet, learn and grow. Sustainable business growth is only possible as a result of identifying, winning, and delivering work. TenderTap identifies 8,000 opportunities each week and channels the relevant ones through to Service Network's Marketplace.

## The Need :

Actif needed a means of identifying new contract opportunities which both Actif could benefit from, and also their stakeholders and partners. Actif is also very interested in sub-contract work and finding opportunities from outside the North East.

## The Solution :

Actif heard about Service Network's Marketplace which is powered by the TenderTap service provided by Nimis Limited.

Actif's Managing Director says "TenderTap is really easy to use, and because all the contracts are separated into areas of interest it makes it much quicker to find appropriate notices.

"The way in which the information is presented allows us to quickly decide if the tender of work is in our area of expertise."

"It is also a highly efficient means of finding tender notices. It contains information from a broad range of sources, so acts as a one stop shop which saves us looking at other sources."

"The notices are also really easy to email on to people, which is useful as I often write joint bids with other companies."

Actif regularly uses the facility and since using TenderTap they have won new business in the North East worth over £200,000, work in Belfast worth around £5,000, and have recently secured a lucrative contract in Stoke. They have also been added to an approved supplier list and are currently in the short listing process for three other tenders which will secure work for at least four years.

## Meryl Dodd, Managing Director for Actif says ...

*"Tender tap is the easiest tender information and search facility have used. The notices are presented in a clear and concise manner, making it much easier to quickly spot what is relevant to our business."*

## Katherine Aitken, Executive Director of Service Network says ...

*"TenderTap has proved a very valuable tool to both Service Network and our members. The service is used on a regular basis by our members, many of which are working in collaboration to tender for bigger contracts. I am delighted with the service and the TenderTap team is constantly thinking of new developments which support our members and enhance our offering."*

## Stephen Birdsey, Customer Relations Manager of Nimis Limited says ...

*"I am delighted that since using Service Network's Marketplace, Actif have won so many contracts. A great deal of time and effort goes into sourcing and harvesting these contract opportunities and I am excited that companies are now feeling the value of TenderTap."*

in association with



## Contacting the TenderTap Team

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