

# Companies discover a 'NETA' way with TenderTap

## The User :

NETA was set up in 1975, as a charitable group training association, offering quality training for engineering construction companies based in the Northern Region. Since its inception the company has gained recognition as one of the UK 's largest vocational training providers and, through it's pro-active policy and programme of continuous improvement, now offers a diverse range of services to many other occupational sectors outside of engineering.

## The Need :

NETA Training needed a means of sourcing new contract opportunities in the new EU member states.

## The Solution :

NETA Training heard about the Euro Info Centre's C-Tenders service which is powered by TenderTap provided by Nimis Limited.

The Euro Info Centre's C-Tenders service for North East companies is helping them identify new business, establish new relationships and keep an eye on their competitors.

NETA Training's Project Manager, Philip Cooper states "We help meet the training needs of over 2500 companies a year in a range of areas and we were the first Centre of Vocational Excellence for Engineering Construction."

"We knew that the EU enlargement would present new opportunities for us in the new member states, including Cyprus and Poland, but we knew that there is a threat of new competitors bidding against us for the UK market, which we also must monitor." he said.

"Then we were introduced to the Euro Info Centre's tenders facility. This has allowed us to streamline our efforts: having all the resources we need in one place probably saves us an hour a day."

NETA initially adopted the service to source relevant tender opportunities efficiently. It now uses TenderTap to analyse market trends and keep track of competitor activity too.

"I like the fact that the facility is always available, whenever it is convenient for me to use it," said Philip Cooper. "C-tenders has become an invaluable facility for us. We access new opportunities as they published and the market analysis tools are a real bonus."

In addition, C-tender's tender support facilities help users to understand tender documents. Its archive of over 2 million tender documents enable users to find out who is buying what, from whom and for how much and see what business their competitors are winning.

C-tenders is available for free to North East based companies

## Contacting the TenderTap Team

Nimis Limited,  
Ouseburn Building,  
Albion Row,  
Newcastle upon Tyne,  
NE6 1LL.

T : 0191 275 5015  
F : 0191 276 6677  
E : [enquiries@tendertap.co.uk](mailto:enquiries@tendertap.co.uk)  
W : [www.tendertap.co.uk](http://www.tendertap.co.uk)

## THE NETA TRAINING GROUP

### Philip Cooper, Project Manager for NETA Training says ...

*"C-tenders has become an invaluable facility for us. We access new opportunities as they published and the market analysis tools are a real bonus."*

### Graham Wilson, EIC Manager says ...

*"C-tenders in partnership with TenderTap has given NETA a competitive edge in the market. Companies can use C-tenders and bid for the opportunities either on their own or increasingly, in partnership. We would encourage a 'collaborate to compete' attitude, where appropriate, and by linking in with our Business Matching Service, may be able to provide access to potential partners."*

### Nick Mapletoft, Managing Director of Nimis Limited says ...

*"We are delighted to work with the Euro Info Centre, which is forward thinking in all areas of business support and appreciates that the only way to help sustain companies' growth is to help them identify and win work"*

in association with



North East  
**Euro Info Centre**