

# QGS find Synergy with TenderTap



## The User :

QGS Synergy is a market leader in Business Improvement Programmes, helping companies increase productivity, reduce waste, improve efficiency and add additional profits to the bottom line. One North East manufacturer is benefiting from a £3.2 million saving and a service sector organisation has recently saved £2.4 million thanks to just two of their Business Improvement Projects, both of which were fully subsidised by Government funds, again thanks to QGS Synergy.

QGS Synergy 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 8000 opportunities each week and channels the relevant ones through to Service Network's Marketplace.

## The Need :

QGS Synergy needed a means of identifying new contract opportunities and establishing the buying patterns of their major customers. They also needed to track the successfulness of their potential competitors.

## The Solution :

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

QGS Synergy Executive Director states that "the facility contains opportunities that we simply cannot find elsewhere, as well as having the opportunities that are also published elsewhere, so everything is in one easy to use place. The market analysis tools are to my knowledge not available elsewhere. It would cost thousands of pounds to pay consultants to provide some of the market intelligence that TenderTap provides as standard."

QGS Synergy use the facility regularly and like the fact the facility is there when they are ready to use it. The availability of this facility was a key factor in QGS Synergy's decision to join Service Network.

As a result of using TenderTap, QGS Synergy has successfully tendered for and won the Learning and Skills Council Train to Gain contract and a learndirect contract, with a combined value in excess of £1.5 million.

## David Armory, Executive Director for QGS Synergy says ...

*"QGS Synergy as a member of Service Network has found Tender Tap of immense value. Being aware of tender opportunities around the country has resulted in this year being our most successful in identifying, tendering and ultimate success in some significant contracts."*

## Meryl Dodd, Chairperson of Service Network says ...

*"This is exactly how members should use the Marketplace. Not only is QGS Synergy locating the tenders from the Service Network website, but they are intelligently accessing and using market data to inform their sales strategy, providing them with a distinct advantage over their competitors".*

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

*"The popularity of Service Network's TenderTap powered facility is very encouraging. We are delighted that as a result of TenderTap delivering such excellent results, Service Network members are reaping the benefits".*

in association with



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