

TenderTap supports Key Sector Development



The User :

Service Network is a membership organisation representing the Knowledge Intensive Business Services (KIBS) sector in the North East of England. The membership of nearly 300 companies consists of a close knit group of people with similar views and objectives.

Being a not-for-profit organisation enables Service Network to put their member's best interest at heart, allowing them to actively support, promote and lobby on their members behalf. Service Network's ethos is to assist businesses throughout all stages of their development providing practical advice and support to help them develop and grow their members business.

The Need :

Service Network identified a need to keep their members up to date with new business opportunities in a concise and succinct manner.

The Solution :

TenderTap has been incorporated into the overall membership offering and is used by nearly 300 members. TenderTap has really strengthened Service Network's offering and is very complementary to their other services.

Service Network use the TenderTap facility to review which of their members are winning business and how their businesses are developing. As a result of many of Service Network's members are working in collaboration with each other and are winning bigger contracts.

TenderTap is used by Service Network on a very regular basis whether it is to search for opportunities to list in their newsletters, demonstrating the service to their members, or reviewing the unique market analysis tools.

Service Networks' Marketplace can be found at www.service-network.co.uk

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."



Contacting the TenderTap Team

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