

SunTERS Hunting Opportunities with TenderTap

SUNTER CONSTRUCTION

The User :

Established in 1973, Sunter Construction have worked on many diverse Contracts for Local Authorities, Housing Associations, Education Authorities and Private Clients throughout the North East of England.

In particular our involvement in the Regeneration of Social Housing has brought us an enviable reputation for delivering a quality product.

Sunter Construction is a member of Constructing Excellence in the North East Club.

The Need :

Sunter Construction needed a means of identifying new contract opportunities without the time consuming efforts of searching their clients web site for tender opportunities.

The Solution :

Sunter Construction heard about Constructing Excellence in the North East's CENETENDERS facility which is powered by TenderTap provided by Nimis Limited.

Sunter Constructions Company Secretary states "by making us aware that there are opportunities out there; either tenders or questionnaires, we can then go armed with this knowledge to contact the client with a view to bidding for the work."

"Using the facility is very simple; anyone with an Internet Connection and the simplest understanding of Information Technology can access the CENETENDERS web site. A few minutes on-line every so often can reap the benefits" states David Sim.

"As a company who work solely in the North East we particularly like the drop down menu which allows us to search for opportunities in our region only."

"The Purchaser/Supplier Market Analysis can also give information about Contract Awards to our competitors but we realise this information usually isn't issued by the client but it can sometimes be of great interest."

"Using this part of the facility can give us an indication of our competitor's workload enabling us to possibly structure any future bids accordingly."

"We have recently requested Questionnaires for Partnering Work with various organisations; all of these were displayed on the CENETENDERS web site; work with a value expressed in millions and more importantly to us, our kind of work."

David Sim, Company Secretary for Sunter Construction says ...

"In conclusion I would have no hesitation in recommending CENETENDERS facility to anyone who works in the Public Sector and needs to know what opportunities are out there".

Catriona Lingwood, Regional Director of Constructing Excellence says ...

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

in association with



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