

No Technophobias with TenderTap

TechnoPhobia

The User :

Established in 1995, TechnoPhobia are a pioneering internet agency consistently providing and delivering the highest quality of expertise in successful strategic eBusiness and online communications.

Their core services include the provision of web design, intranet and extranet design and site build, database development, bespoke software development & content management, secure managed hosting services, internet security, e-Transaction services and application development services.

TechnoPhobia is an associate of Learning Light.

Learning Light is a not for profit organisation based in Sheffield - a growth area for e-Learning and game development businesses in the United Kingdom; Learning Light is a centre of excellence for the use of learning technologies within the workplace.

The Need :

TechnoPhobia needed a means of looking for new contract opportunities and establishing their competitors activities. They also needed to identify potential partnerships.

The Solution :

TechnoPhobia heard about Learning Light's Tenders facility which is powered by the TenderTap service provided by Nimis Limited.

TechnoPhobia Senior Business Development Executive states that "The portal has allowed us to streamline our efforts, having all the resources we require in one place probably saves us an hour a day".

TechnoPhobia initially adopted the service as a means of efficiently sourcing relevant tender opportunities, although they now also utilise the service to analyse market trends and keep track of competitor activity.

TechnoPhobia use the facility frequently and like the fact that the facility is available any time of the day.

Jonathan Rippon, Senior Business Development Executive, TechnoPhobia Ltd says ...

"Tender Tap has quickly become an invaluable resource for TechnoPhobia. The ability to search and filter tenders has saved us so much time, and has given us the chance to concentrate on our response. The market analysis tool, was a bonus, and could easily be a product in its own right. We feel it gives us a real competitive advantage!"

David Patterson, Head of Partnerships Learning Light says ...

"We think that it is tremendous the value and benefit that TechnoPhobia gets from the TenderTap service. It has given them a real competitive edge in the market. Companies can bid for the opportunities either on their own or increasingly, in partnership. We would encourage a 'collaborate to compete' attitude, where appropriate".

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

"I am pleased that Learning Light members are already benefiting from TenderTap. There are some exciting opportunities both for collaboration, and for e-learning companies. We are proud to work in partnership with such a leading edge organisation".

in association with



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