

# Midlothian and East Lothian Chamber members learn 'How to Bid and Win!'

✖ Midlothian and East Lothian Chamber members learn 'How to Bid and Win!'

The public sector in Scotland puts £11 billion of goods and services out to tender annually – yet, 75% of SMEs do not bid for the tendered work.

It was against this backdrop that Midlothian and East Lothian Chamber of Commerce invited Andrew Morrison, Managing Director of Lothians based AM Bid Services Ltd to deliver his 'How to Bid and Win!' presentation for their Breakfast Club attendees on Thursday 24th March at Dobbies Garden Centres, Melville Nursery, Lasswade.

The presentation which was designed to encourage, motivate and equip the audience with useful tips and practical learnings in order to reach their full bidding capabilities was a winner with the breakfast event attendees.

The interactive Q+A session following on from the presentation was abuzz with bid-related questions and had attendees staying back after the event in a bid to chat further with Bid and Proposals Expert, Andrew.

Andrew Morrison has been Managing Director of AM Bid Services Ltd since 2014. Prior to this he spent four years leading British Gas bid teams across the UK, with a further 5 years spent with a property services company bidding to the public and private sectors. His spike is that before his bidding career began, he spent 12 years in local government, so he has client and contractor side experience. Andrew has led teams to over £1 billion in tender wins and 90% of his bids are ranked

1st or 2nd on Quality.

In just 18 months, Andrew has built the business to employing 3 people with a further 10 Bidding Associates. In attendance were his two graduate Bid Development Executives, Cameron Houston and Dane Thomson who he initially recruited via the Midlothian and East Lothian Chamber's Business Partnership internship initiative.

Speaking about his successful How to Bid and Win presentation, Andrew said: "It can be quite a daunting for a company to prepare a Pre-Qualification Questionnaire or a Tender. Nevertheless, they are worth doing – getting a long-term contract with the public sector, a client who always pays – as they can be a catalyst for business growth. AM Bid Services stands ready to help businesses, large and small, with the bid process and ensuring that their bids are as good as they can be."

The Midlothian and East Lothian Chamber which prides itself on supporting and strengthening the Midlothian and East Lothian Business network also hosted presentations from The Scottish Business Resilience Centre and from the 'HR Dept' and used the event to debut to attendees the newly revamped website: <http://melcc.org.uk/>

Commenting on the success of the Breakfast Event Director George said: "We're delighted that Andrew shared with the Chamber Breakfast Club his knowledge and experience in bidding successfully. We look forward to seeing our members putting their learnings from the presentation into action and watching their confidence to bid and in turn their businesses grow as a result".

More information about AM Bid Services can be found at: <http://www.ambidservices.co.uk>

Submitted by [Dane Thomson Bid Development Executive at AM Bid Services:](#)

