

# successful bids and tenders



We can help you throughout the bid writing cycle, from identifying funders to reviewing bids you have already written. We can even manage your entire bid writing programme for you.

## Finding Funders

Our bid writing team have access to the main funding databases in the UK and use their experience to find grant-making trusts, companies, lottery and statutory funders (including tendering opportunities) relevant to your organisation. Their experience makes this funding research quick and accurate, saving you time and the costs of subscribing to funding databases.

## Bid Writing

With an experienced team of bid-writers we have the expertise and capacity to prepare funding applications and tender responses to a wide-range of funders.

When working with you, we can:

- Review past applications and current data to identify key information
- Identify any gaps in the information you have available that need to be filled before a successful application can be developed
- Work with your team to pull together any additional information required
- Talk to the funder to clarify any outstanding questions about the application process
- Prepare an outline draft of the bid for your review and input
- Incorporate any feedback and provide a full version of the application for you to approve
- Make any last changes, and finalise the bid ready for you to submit

## Reviewing Bids

Before you submit a funding application we can ensure you have the best possible chance of success by reviewing your bid. We have a number of specialist consultants who have worked either as leading bid-writers for successful charities or as reviewers for top funders. Using their skills and experience we can review your applications and recommend changes to make your bid stand out and maximise your chance of success.

## Full or Partial Outsourcing

We can take over responsibility for your whole bid writing programme as an interim measure, either to cover a gap in capacity or to provide space for you to refocus your strategy in this area. We can work with you to maintain relationships with current funders, develop and submit proposals and identify potential funding opportunities for the future. Our consultants can also work with you at a strategic level to develop a longer-term solution that best meets your needs.

## Bespoke Solution

All of our solutions are tailored to your needs. To discuss how we can work with you contact one of our skilled bid-writers on 020 8642 4122 or by email on [enquiries@actionplanning.co.uk](mailto:enquiries@actionplanning.co.uk). More information can be found on [www.actionplanning.co.uk](http://www.actionplanning.co.uk)



# our approach

## bid writing



Whether you need a solution to see you through a gap in your capacity, or help with must-win funding applications, our specialist team can support you.

Our approach to helping organisations with their funding applications and statutory tenders combines in-depth knowledge with commitment to our clients.

This includes:

### Tailoring our work around your situation.

Depending on your circumstances, we can review an application or tender you are about to submit, take over a part-finished application or funding programme or set up your first programme of funding applications.

### In-depth understanding.

We work in teams, not in silos. This helps us share ideas, enthusiasm and experience, allowing us to get to know you and your cause so that our applications demonstrate a genuine understanding of your work and the funder you are approaching.

### Building your skills,

not your dependence on us. We can work with you to provide training and mentoring as part of a programme of support, whether to fundraisers, programme staff, or the CEO and trustees of small organisations.

To find out how we can work together contact us on 020 8642 4122 or email [enquiries@actionplanning.co.uk](mailto:enquiries@actionplanning.co.uk). For more information on the wide range of solutions we provide visit [www.actionplanning.co.uk](http://www.actionplanning.co.uk)



## examples of our work

### Statutory Tenders

We have worked with a **large national children's charity** on a number of successful multi-year contracts each worth between £350,000 and £1.5m per year. A regional mental health charity, having successfully run one day care centre has now expanded to three, thanks to a successful tender worth £600,000 per year for 5 years. We have also worked with a disability centre to successfully win a consortium tender to run a carers day centre for two years.

### Lottery

A **women's refuge** was able to implement an ambitious programme for tackling domestic violence amongst families, thanks to a successful £500,000 bid to BIG Lottery's **Reaching Communities** Programme after assistance from Action Planning. A north London CVS, having working with Action Planning on its proposal, received £450,000 from BIG's BASIS Programme to improve the support it provides to charities.

### Landfill Tax

Our work with a **major London heritage and conservation charity** to successfully match-fund a £2m Lottery grant included several successful applications to Landfill Tax funders, the largest of which was for £500,000. Thanks to £40,510 from Landfill Tax Funders a local London church has been able to fully refurbish its community centre.

### Trusts and Foundations

We helped a **prison reform charity** to secure an £80,000 grant from Garfield Weston. Our work with a **leading college** for the restoration of its historic site included a lead gift of £100,000 from a heritage trust. We worked with a **London art gallery** to secure funding close to £1m, with a lead gift of £200,000 from a leading trust.