SERVICE VALUE PROPOSITION

RFP, bid & offer support

Commit with clarity. Protect delivery economics.

Commercial pressure can hide gaps between an attractive proposal and an executable commitment. Delivery-focused challenge helps buyers ask better questions and suppliers make defensible offers.

The value we bring

- Commercial value: support credible differentiation grounded in deliverability.

- Margin protection: expose unpriced responsibilities and weak effort assumptions.

- Organisation: reduce the gap between sales commitments and delivery understanding.

How we work

- Clarify whether we support the buyer or bidder and agree confidentiality boundaries.

- Review scope, estimates, assumptions, responsibilities and transition plans.

- Challenge delivery risks and prepare decision points or offer-defence questions.

RFP, bid & offer support

What you receive

- Requirements or offer review with prioritised gaps and clarification questions.
- Delivery and transition approach with explicit assumptions and exclusions.
- Bid readiness summary, risk actions and handover inputs for delivery.

How we measure progress

- Material assumptions and responsibilities resolved before commitment.
- Estimated delivery cost and risk allowance versus proposed price.
- Post-award scope gaps and variance from the bid effort baseline.

Agree the baseline, target, owner and review cadence at the start. Measures are selected to fit the engagement.

Explore the illustrated engagement

A competitive fixed-price offer hides delivery exposure.

Page 3 shows the situation, our entry point, the client decisions and the intended value. Illustrative scenario, not a client case study.

A practical starting point

Start with the tender or draft offer, submission timeline and decision mandate. Select high-risk sections for focused review.

This is delivery and commercial decision support, not legal advice or a promise of contract award. Contract terms need appropriate specialist review.

Scope, availability, fees and expected outputs are agreed before engagement. Outcomes depend on context, adoption and decisions.

Discuss your situation: info@flockshift.com | flockshift.com/contact

ILLUSTRATIVE ENGAGEMENT / NOT A CLIENT CASE STUDY

A competitive fixed-price offer hides delivery exposure.

The vision: Make a defensible commitment without leaving material responsibilities unpriced.

The situation: A draft offer promises a fast transition, but client access, acceptance criteria and supplier dependencies are ambiguous. The delivery estimate assumes everything will be ready.

Where FlockShift steps in: The bid owner requests a delivery-readiness challenge before commercial approval. FlockShift supports the bidder in this illustrative scenario.

STARTING POINT

Attractive but fragile commitments

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THE AMBITION

An executable offer

JOURNEY	FLOCKSHIFT INTERVENES	THE CLIENT OWNS	TANGIBLE OUTPUT
01 / Expose the assumptions	Trace commitments to scope, estimates and dependencies.	Confirm the intended offer and risk appetite.	A prioritised gaps and assumptions log.
02 / Challenge the approach	Test transition effort, responsibilities and readiness.	Resolve clarifications with authorised stakeholders.	Revised delivery and transition inputs.
03 / Support the decision	Present remaining exposure and mitigation options.	Approve price, risk allowance and offer terms.	A documented readiness decision.
04 / Bridge into delivery	Prepare the assumptions and responsibility handover.	Assign mobilisation owners after award.	A bid-to-delivery handover pack.

What better looks like: Unpriced responsibilities are visible before signature. Delivery and commercial teams share the assumptions. Mobilisation starts with fewer avoidable ambiguities.

What we would measure: Material assumptions resolved before commitment. Delivery estimate against proposed commercial scope. Post-award gaps against the agreed offer baseline.

Fictional scenario, not achieved results. Scope, measures and responsibilities are agreed with the client. Outcomes are not guaranteed.