

Case Study

The Client: Hymans Robertson
Industry: Pensions Consultancy
Requirement: Increased Win Rate

HYMANS 
ROBERTSON

The Client

Hymans Robertson is an independent pensions consultancy advising private and public sector managers and trustees on the design and development of their pension schemes.

The Brief

In June 2013 Hymans Robertson's Commercial Director James Verner began looking at ways to further support the company's growth and gain competitive advantage.

"As Commercial Director I'm always looking at how we can gain advantage in our competitive marketplace. When I looked at how we put tenders together it became clear that we weren't winning enough and it was taking up too much of our fee earner's time. I knew that something needed to change and I was looking for inspiration, so I contacted Bid Solutions to see what they could offer."

James Verner, Commercial Director, Hymans Robertson.

Our Response

Martin Smith, Managing Director of Bid Solutions, met with James initially. We embarked on an extensive data gathering and analysis exercise. This included interviewing stakeholders in the proposal process, reviewing proposal operations and assessing the quality of Hymans proposals. A number of areas of improvement were identified and as a result a new interim Head of Proposals was appointed to help deliver these.

"In discussing the challenges James was facing, I suggested a benchmarking exercise was needed to get a fully rounded view of proposal capability at Hymans"

Martin Smith, Managing Director, Bid Solutions.

Bid Solutions is the leading provider of bid and proposal professionals – we connect winners. Our team is APMP certified so we understand your complex bid and proposal process, and the demands it puts upon your business. Whether you are looking to improve your win-rate or develop a winning career, we have the people and opportunities.

PTO ▶

Case Study

The Outcome

“Bid Solutions have completely transformed the way we approach and create our proposals at Hymans. Since embarking on this programme, our win rate has doubled and we are receiving some incredibly positive feedback on our proposals from our clients.

The changes to the tender team and processes have also reduced the amount of fee earner time spent on proposals by over 50% per proposal. This has made a huge difference to the business. The return on investment has exceeded my expectations and though the journey we've been on has not always been easy, the combined enthusiasm, expertise and knowledge of Bid Solutions has given us the competitive edge and value that I was looking for. I'd highly recommend working with them.”

James Verner, Commercial Director, Hymans Robertson.

James is now in the process of planning how Hymans Robertson will continue to work with Bid Solutions to regularly assess proposal quality and coach proposal team members on an on-going basis.

