

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 recruitment, consulting and training services. As the pioneers of bid recruitment, we have an established network of over 12,000 candidates. With 800 independent bid and proposal contractors and consultants to choose from, we are your go-to partner for all urgent bid and proposal contract requirements. We publish the critically acclaimed Bidding Quarterly magazine and run the largest UK Salary Surveys for the profession. We are experts at recruiting and connecting winners.

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

