



Testimonials

The testimonials below are feedback received from attendees of Tenderlink's Tendering for Success program facilitated by Philip Dennett, Managing Director of Mulga Partners.

We have since submitted three tenders using the format we learnt at your seminar and won all three jobs. All your suggestions have been gratefully received and implemented. (Shortlist Strategies That Work Seminar)

Gary Polkinghorne Director PHL Surveyors

Extremely well delivered and touched on many valuable aspects from an evaluator's perspective including good insight on risk. (Shortlist Strategies That Work Seminar)

Nikki Langford Business Development Manager DuncanCotterill LAWYERS

I found Philip's presentation worthwhile. It confirmed our overall approach for submissions to Government, and gave us an insight into the approach taken by Public sector procurement officers. I will be modifying our proposals to Government based on the information provided by Philip. (Tendering to the Public Sector in Australia Seminar)

Howard Bersten TLB Engineers

The seminar was good, I picked up some great tips from Philip. It was put together very well with an understanding of what really counts most when tendering. (Shortlist Strategies That Work Seminar)

John Carpenter Transport Services Representative Kangaroo Bus Lines

I found the seminar very useful and enjoyed the structure of the seminar. I felt that it covered the subject thoroughly & didn't feel lost or bored at any point. Thanks again and I will definitely be using the information in my next bid. (Tendering to the Public Sector in Australia Seminar)

Kate Tanzer-Billerwell Major Account Executive DHL Express Canberra

I have had success with my first major tender after recently doing the Tender Writing course at Tenderlink. I believe that the information I learned throughout the course played a major contribution to the win. This course really boosted my confidence in Tender writing. (Shortlist Strategies That Work Seminar)

Guy Miggins Sales Manager JDP Applications P/L

Just wanted to drop you and Philip a quick note to say how useful and informative I found the below seminar. Philip was engaging and did a great job presenting what can be very dry material, and his knowledge and experience within the sector shone through in the content of the course. We have been responding to tenders for years now and thought we were doing a good job, but I still came away with some great ideas on what we can do to greatly increase the quality of our responses, and the sophistication of our 'library' material. Thank you so much for the opportunity to attend this session.

(Tendering to the Public Sector in Australia Seminar)

Shireen Wahid Contracts Specialist Stryker

I certainly enjoyed Philip's seminar. I thought it was well delivered in an easily understandable and hands on style. The use of examples and practical exercises really reinforced the messages. Even though I have many years experience and probably employ about 90% of what Philip touched on, it was a great refresher for me and has given me a few extra little tips to do better. (Marketing Your Business Seminar)

Tim Kotlar General Manager Sales ICM Airport Technics Australia Pty Ltd

Phillips insight and experience sees him deliver a very informative seminar, it makes you think about what you are currently doing and how can you change it for the better. Existing and potential Clients are not totally interested in you or your company, they are interested in how they can benefit from you, and Phillip makes this point very clear.

(Marketing Your Business Seminar)

Brian Sawyer Submissions Manager Joss Group

I've been doing the tendering for my company for 5 years and this seminar is one of the most useful I've attended up to now. It is to the point, very practical and it is very clear that Philip Dennett knows what he's speaking about. No matter which industry you work in, you can always use his remarks or thoughts. (Marketing Your Business Seminar)

Peter De Backer Sales & Marketing Co-ordinator Sarens (Australia) Ltd

I found Philip's seminar very helpful. It was great to get a feel for what the client is looking for when they read our tender submissions. The website hints were also of great value to me. I look forward to applying Philips tips to my marketing strategies here at Jonishan. (Marketing Your Business Seminar)

Rachael Stanley Administration Assistant Jonishan Civil Contracting

The Seminar was excellent. It has given me a clearer focus with my submission preparation. I have a better understanding of the evaluator's perspective when assessing criteria, and we are ensuring we get our company message across by keeping it simple and focused. (Shortlist Strategies That Work Seminar)

Stephanie Simpson Business Development Co-ordinator Esslemont Cockram Construction

I enjoyed Philip's seminar, with all round superb advice - especially emphasis on identifying risks to add value, and consulting with clients outside the tender process. Although those two aspects are not directly part of my role, as support to the professionals I am called on to collect, format and organise information, prepare copy and "make it look good", as well as ensure it's compliant. So I am glad to have a better idea of where to focus those efforts, and will be sharing the manual with my team. (Shortlist Strategies That Work Seminar)

Kerryn Stanton Marketing and Communications Advisor Cardno

The tender seminar was fantastic! So many helpful tips and also good confirmation on things we have done right :) it's good to know as there's not really any other way to get feedback on what we've submitted previously. Phillip was very easy to listen to - he has a great presentation style. I'd highly recommend this seminar except for the downside that the more people who do it - our competition increases lol. (Shortlist Strategies That Work Seminar)

Rachel Brocket Paintworx

The seminar was very interesting and Philip was a good presenter. I attended another tendering seminar last month which was an all day event a wasn't nearly as comprehensive as this. (Shortlist Strategies That Work Seminar)

Lee Vassallo Business Development Manager Scott Corporation Ltd

I left the seminar feeling a lot more confident about our upcoming tenders. I now have a better insight as to what the decision makers will be looking for. (Shortlist Strategies That Work Seminar)

Neale Hogarth Better Grow

In a word – fantastic! In addition to the interesting and enlightening information, what gave credibility to the seminar was Phillip's experience from a variety of perspectives -

- client side
- tender evaluation panel/s
- tender submissions
- advertising career - which for me, apart from the obvious, means know how in getting into the head space of the client
- experience gained in working across a variety of industries

Thanks, it was great and motivational. (Shortlist Strategies That Work Seminar)

Judy Ware Director Ware Building

The seminar was fantastic, for us it reassured that we are on the right track but it also highlighted the little things that we need to improve on and maybe put us in a better light. Phillip was great, excellent I would highly recommend it to anyone. Thank you again for organizing it, it was very informative. (Shortlist Strategies That Work Seminar)

Stuart McIntosh General Manager Lochness Landscape Services

The seminar was much better than I expected. It was worth twenty times what you charged. It answered so many questions, and it gives us a direction we can now move towards if we want to win those tenders. The data was a lifeline of fresh air. Thanks again. (Shortlist Strategies That Work Seminar)

Nick Broadhurst Stallion Homes

The seminar was very good, thank you. I found the content pitched about the right level for me: I have over five years experience writing tenders, but found it valuable to receive insights from another professional writer, as well as to learn what approach evaluators take with tender submissions. Philip was an engaging speaker and covered a lot of material in the time available. (Shortlist Strategies That Work Seminar)

Chris Toussaint Marketing Coordinator Slade Group

This morning's seminar was very informative and invigorating. There was a fair bit of information on Risk which was beneficial but something as a company we have not really evaluated when submitting tenders before, so this will make us sit down and re-evaluate our submission response. It was pitched at the right level and gave us a lot of ideas of areas we needed to improve on or modify slightly. The examples across industries and also how to respond to example tender questions were very helpful. Philip was a very good presenter and very clear. (Shortlist Strategies That Work Seminar)

Mia Caldwell Pricing Administration Coordinator Northline

The seminar was great and exceeded my expectations. It was a really helpful consolidation and re-framing of things I'd learned over time, as well as new information and tips that I wish I'd known some time ago. The knowledge and perspectives provided actually go much further than just being applicable for the purposes of tendering and extend well into core aspects of successful strategies for positioning your business. (Shortlist Strategies That Work Seminar)

Gretchen Scinta Chief Executive Officer General Practice SA Inc

Fantastic and very engaging. Gave me some great ideas to implement into our tender process for the company. (Shortlist Strategies That Work Seminar)

Ashley Moore Management Assistant LUCAS EARTHMOVERS Pty Ltd

The lecturer was very knowledgeable and understood the difficulties everyone faces no matter what their field of expertise. I found the seminar (Marketing Your Business) to be very interactive and informative and look forward to putting it all into practice.

Caroline Pearce-Borg Marketing and Communications Manager Stylecraft

I found it to be very useful and I really feel that this will improve our chances in tender process. I believe that Phillip presented this course very well. (Shortlist Strategies That Work Seminar)

Frank Dobozy NSW Sales Manager DSC

The seminar today was well worth the journey from Canberra! It was informative, interesting and delivered in an engaging manner...very good. (Shortlist Strategies That Work Seminar)

Sarah Bowgen Marketing Union Offset Printers

Very happy with the session this morning and the content, knowledge and experience of Philip was extremely useful. Thought the pitch was good and he managed to pick up the diverse needs of the room. The Tendering for success seminar was a well spent three hours, offering multiple "AH HA" moments and hitting the right level for all those in the room. (Shortlist Strategies That Work Seminar)

Stephen Harmer Manager Strategic Development McConnell Dowell Corporation Ltd

I found the seminar very enlightening and useful as it gave an insight into the other side of the tender process and allowed a look into what tendering panels are really looking for. I think the knowledge gained will be invaluable and was presented in an interesting and thought provoking manner. (Shortlist Strategies That Work Seminar)

Neville Mader Director Perth Security Services

I found the seminar very informative. As I am new at the job of responding to requests for tenders, I found it covered everything I needed to know. Philip did a great job. (Shortlist Strategies That Work Seminar)

Debbie Andersen Administration Assistant T-Quip

I found the seminar answered every question I had on my mind, it will add a new dimension to my tender responses and I want to send a special thank you to Philip for his presentation which was informative, very well structured and easy to digest. (Shortlist Strategies That Work Seminar)

Jeff Luck Business Development Manager PATRIOT TANKERS Pty. Ltd

I found the delivery and content to be of an excellent standard. Philip used good examples which provided good insights into the various risk elements and from the evaluators perspective. This will be invaluable to our organisation in the preparation of future tenders in both the corporate and government sectors. The venue was in a lovely location. (Shortlist Strategies That Work Seminar)

Linda Maree Ayles National Sales Manager, Corporate & Government Intellitrain Pty Ltd

The Seminar was great. Very informative and well structured. The content was specific enough to be able to relate it to the architecture profession although I believe I was the only architect in the room. It met my expectations and was pitched at the right level for my needs. I will be implementing Philip's strategies over the next week with some local government tenders we are submitting. (Shortlist Strategies That Work Seminar)

Paul Edwards Architect Director Site Architecture Studio

I was very pleased with the delivery, content and pitch of the Tendering for success seminar. It touched on all the areas that effect our business. It was beneficial. (Shortlist Strategies That Work Seminar)

Lara Williams Pre-Sales Consultant Aurion Corporation Pty Ltd

I found the seminar to be very worthwhile and I will be using the tips in my next tender response. One of my counterparts is going to do the next seminar as well. (Shortlist Strategies That Work Seminar)

Jonathon Hotston Business Development Manager Aurion Corporation Pty Ltd

An excellent seminar that packed a lot of value into 3.5 hours; well done! And yes we are using a good many of the techniques that Philip talked about in an RFP that we are working on right now. (Shortlist Strategies That Work Seminar)

David Hainsworth Principal Account Manager