

TIM SMITH

Bid writer and consultant

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CURRENT ROLE

BID SCIENCE LTD

Director and bid writer



January 2011 to present

Some highlights of my recent career are outlined below.

- Won or scored top in bids for contracts worth £5.5bn
- Every rail bid I have written has won outright or scored top for quality: six for AmcoGiffen, nine for Carillion, one for Galliford Try, one for Arcadis and one for Bombardier
- Every bid I wrote in 2012, 2013 and 2014 won or scored top
- I wrote all six of Carillion's bids for Network Rail's £2bn National Electrification Programme, scoring highest in every region

"The best set of bids we've ever seen"

Jo Dunn, NR Head of Procurement (IP) referring to Carillion's NEP bids

- Secured six Network Rail asset-management frameworks worth £300m for AmcoGiffen (I rewrote all six of their bids)
- Helped Bombardier win the £1bn Crossrail rolling-stock contract (I wrote 30% of the bid)
- Secured the £430m Midland Metropolitan Hospital contract for Carillion (I wrote or rewrote all of the bid)
- Helped AECOM and Morrison Utility Services win a £360m Scottish Water contract (I redrafted some answers and advised on content and structure for others)
- Helped Balfour Beatty win a £25m highways maintenance contract (I wrote half of their bid)
- Secured a £326m Central Region rail engineering contract for Carillion (I wrote or edited every answer)
- Helped Arcadis win the GRIP 3 design for the Wessex Capacity Programme Package 1 (I redrafted content and devised win themes)
- Secured contracts with four NHS trusts, three local authorities, Bombardier Transportation and Aerospace, the CITB and the BBC for an SME (acting as bid director I devised and wrote every section of every bid)

PEOPLE I WRITE FOR



EDUCATION

Postgraduate Certificate in Applied Linguistics, merit

Aston University



2015

BA history, 2.1

Warwick University



1997

KEY SKILLS AND COMPETENCES

- 14 years' experience as a bid writer and proposal manager, working in the construction, rail, IT, facilities management, publishing, rolling-stock, airports, utilities, oil-and-gas, NHS, highways, marine, nuclear and language-services sectors
- Has put together entire bids from start to finish: from solution development and answer planning through to writing answers, policies and procedures and producing graphics
- Trained proofreader, with two years' experience at one of Oxford's largest publishing houses
- Expert user of Word; competent user of Excel and InDesign
- Touch-types at 60 words per minute

RECENT EMPLOYMENT HISTORY

Sept 2019 to present	Academic research I am currently researching and writing a short academic paper on the linguistic features of high-scoring bids, for publication in 2020.
July 2019	SME MULTINATIONAL SERVICES PROVIDER Bid Director I developed and wrote a bid for a contract with the European Union.
April to June 2019	TAZIKER INDUSTRIAL Consultant bid writer I wrote a bid for a £35m rail-structures contract.
Nov 2018 to Feb 2019	SME MULTINATIONAL SERVICES PROVIDER Bid Director I developed and wrote four bids, two of which were successful.
Oct to Nov 2018	GALLIFORD TRY PLC Consultant bid writer I wrote key answers and evidence sections for two successful prequalification questionnaires for water-sector contracts worth around £500m.
Sept 2018	SME MULTINATIONAL SERVICES PROVIDER Bid Director I wrote and managed a successful tender for an NHS contract.
June to July 2018	GALLIFORD TRY PLC Consultant bid writer I wrote several sections of a bid for a £360m CP6 Network Rail Contract. Although the bid scored highest, the contract was awarded to a competitor.
April 2018	SME MULTINATIONAL SERVICES PROVIDER Bid Director I wrote a bid for a contract with an NHS trust.

Feb to March 2018	<p>MORGAN SINDALL AND BECHTEL JOINT VENTURE</p> <p>Consultant bid writer</p> <p>I interviewed senior staff and wrote CVs as part of a bid for a £1bn HS2 design-and-build contract.</p>
Dec 2017 to Jan 2018	<p>SME MULTINATIONAL SERVICES PROVIDER</p> <p>Bid Director</p> <p>I wrote bids for contracts with a local authority and an NHS trust.</p>
Sept to Nov 2017	<p>TAZIKER INDUSTRIAL</p> <p>Consultant Bid Writer</p> <p>I wrote case studies and compiled evidence in preparation for my client's future Network Rail CP6 bids.</p>
Aug to Sept 2017	<p>SME MULTINATIONAL SERVICES PROVIDER</p> <p>Bid Director</p> <p>I researched, planned and wrote a successful bid for a contract with the BBC.</p>
June 2017	<p>GRAHAM CONSTRUCTION</p> <p>Consultant Bid Writer</p> <p>I wrote a bid for a £20m contract to design and build a manufacturing centre for a UK-based high-tech engineering company.</p>
Jan to May 2017	<p>SME MULTINATIONAL SERVICES PROVIDER</p> <p>Bid Director</p> <p>During a very productive five months I secured five new contracts - four with the NHS and one with the CITB - and top-scored in three other bids for large contracts with UK police forces (which couldn't be awarded because of competition rules).</p>
Nov 2016	<p>CARILLION</p> <p>Consultant Bid Writer</p> <p>I wrote a bid for a £3m Network Rail training contract.</p>
Sept to Oct 2016	<p>GRAHAM CONSTRUCTION</p> <p>Consultant Bid Writer</p> <p>I edited a bid for a £100m utilities contract.</p>
Aug to Sept 2016	<p>AMCO</p> <p>Consultant Bid Writer</p> <p>I edited a bid for a £70m rail framework contract.</p>
May to Aug 2016	<p>GRAHAM CONSTRUCTION</p> <p>Consultant Bid Writer</p> <p>I wrote bids for a £40m highways project and a £130m marine project.</p>

Feb to April 2016	<p>SME MULTINATIONAL SERVICES PROVIDER</p> <p>Bid Director</p> <p>I worked for my first SME client, handling all aspects of bid production and securing two large contracts.</p>
Nov 2014 to Feb 2016	<p>CARILLION</p> <p>Consultant Bid Writer</p> <p>During this long consultancy period, I:</p> <ul style="list-style-type: none"> • wrote parts of bid for a £54m nuclear-sector construction contract • reviewed and rewrote key sections of a bid for a £430m hospital design-and-build contract • edited a bid for a £500m Highways England contract • wrote key sections of a bid for a £150m rail-infrastructure contract • reviewed and rewrote sections of a bid for an £80m academic building contract • wrote parts of a bid for a £70m local-authority highways contract
Nov 2014	<p>MOTT MACDONALD</p> <p>Consultant Bid Writer</p> <p>I edited a bid for a European municipal infrastructure contract.</p>
Sept and Oct 2014	<p>BALFOUR BEATTY LIVING PLACES</p> <p>Consultant Bid Writer</p> <p>I wrote parts of the second draft of a local-authority highways bid.</p>
Aug 2014	<p>ASB (EUROPEAN RAIL JOINT VENTURE)</p> <p>Consultant Bid Writer</p> <p>I edited the first draft of a joint-venture bid for a £1bn European rail contract.</p>
July 2014	<p>BALFOUR BEATTY LIVING PLACES</p> <p>Consultant Bid Writer</p> <p>I helped my client to write the first drafts of two local-authority highways bids.</p>
June to July 2014	<p>HYDER CONSULTING</p> <p>Consultant Bid Writer</p> <p>I helped write a bid for a Network Rail GRIP 3 design contract. I wrote the sustainability section, devised win themes and edited the CVs to make them more appealing to the client.</p>
April and May 2014	<p>Postgraduate student</p> <p>I spent two months completing my postgraduate certificate in applied linguistics.</p>
Jan and Feb 2014	<p>BOMBARDIER TRANSPORTATION</p> <p>Consultant Bid Writer</p> <p>I researched, wrote and edited documents for my client's new bid library.</p>

July 2013 to Jan 2014	CARILLION CONSTRUCTION SERVICES Consultant Bid Writer <p>I wrote all six of Carillion's bids for the £2bn Network Rail National Electrification Programme. I also helped Carillion bid for a £220m airport maintenance contract and wrote bids for two rail-infrastructure contracts with a combined value of £500m.</p>
June 2013	AECOM AND MORRISON UTILITY SERVICES JOINT VENTURE Consultant Bid Writer <p>I edited a bid for a £360m water-infrastructure contract.</p>
Feb to April 2013	Postgraduate student <p>Working towards my postgraduate certificate in applied linguistics, I spent three months analysing the language used in high-scoring bids for large government contracts.</p>
April 2012 to Jan 2013	BOMBARDIER TRANSPORTATION Consultant Proposal Manager <p>I helped write Bombardier's bid for the £1bn contract to build and maintain the new Crossrail fleet.</p>
March 2012	OXFORD UNIVERSITY PRESS Consultant Bid Writer <p>I showed my client how they could improve their bids for academic publishing contracts. My role entailed studying their past bids and identifying improvements to content, presentation and writing style. I also rewrote old bids to demonstrate how these suggested improvements could be applied.</p>
Jan to Feb 2012	WIPRO TECHNOLOGIES Contract Bid Writer <p>I put together a 467-question bid for a £180m IT contract. As sole writer, I managed every aspect of the final stages of tender production, including editing text, updating graphics and formatting the finished document.</p>
Nov to Dec 2011	AMEY PLC Contract Bid Writer <p>I worked as part of a team of writers putting together a bid for a £1bn PFI highways contract. My role was to take poorly worded, unclear prose and turn it into concise and legally accurate technical method statements.</p>
Sept 2011	BALFOUR BEATTY LIVING PLACES Contract Bid Writer <p>I edited the final draft of a bid for a £100m local-authority services contract.</p>

July to Aug 2011	BALFOUR BEATTY WORKPLACE Contract Bid Writer I edited the second draft of a bid for a £2.5bn highways contract. As sole bid writer, my main duty was to turn sections written by subject-matter experts into concise, persuasive bid answers.
June 2011	BALFOUR BEATTY LIVING PLACES Contract Bid Writer I edited the first draft of a bid for a £100m local-authority services contract.
April to June 2011	BALFOUR BEATTY WORKPLACE Contract Bid Writer I edited the first draft of a bid for a £2.5bn highways contract.