

TRANSFORM YOUR TENDERING PROCESS WITH

@Link TMS

TENDER MANAGEMENT SOLUTIONS

Bring cost savings, efficiency, compliance, visibility, and structure to your sourcing activity

Transform Your Tendering Process

- Optimise every opportunity to save costs, increase value, improve service levels, and strengthen supply chains.
- Focus on strategic, high-value activities and supplier relationships not manual, time-consuming, admin tasks.
- Your team working together to evaluate and select your supply partners.
- Suppliers providing high quality submissions within a competitive environment.
- Processes, workflows and approvals that are efficient, standardised, automated and transparent.
- Easily auditable and compliant processes.
- Minimal friction and frustration for your team to accelerate your business goals.

Link TMS | How we help



We help our customers manage their tender processes for any goods or services.

We write, design and implement tenders based on your unique requirements.

We use a best-in-class digital platform to on-board suppliers, collate submissions and evaluate proposals.

Why partner with Link?

You retain full control of your sourcing activity and decisions.

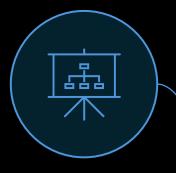
On-demand access to a highly secure, sourcing platform without the need for an expensive subscription.

Full visibility for all internal and external tendering communication and activity, consolidated within a single platform.

Quickly scale to meet high volume workloads or team absences.

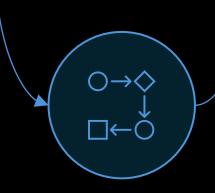
A trusted partner that you can rely on as a key part of your team.

Link TMS | How it works



Planning

Engage with stakeholders to agree the tender plan.



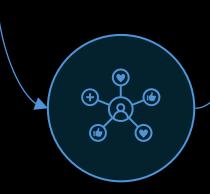
Build

Tender build including key stages, timelines, supplier submission requirements.



Event

Multi-stages as required including: RFI | RFQ | RFP | eAuctions | supplier meetings | operational reviews | internal reviews.



Evaluate

Based on your stakeholder scores and financial comparisons.



Selection

Award successful suppliers.

16% avg. cost savings

by increasing competition and effective negotiations

+40% efficiency gains

compared to manual email and spreadsheet approaches to gather, process and evaluate information

Powerful analytics with dashboards and exportable Management Reporting.

Single source of truth keep track of all supplier communication and activities for risk mitigation and compliance.

Stay on track with required action and deadline reminders.

Downloadable and live audit trail all tender actions are time-stamped and transparent.

Security and data safety with ISO 27001 certification.

Immediate support available if you or your suppliers need help.

Link TMS | Solution Pricing

TMS

- ✓ Tender planning and writing support.
- ✓ Tender build and oversight
- ✓ Multi-stage, multi-service, RFI | RFQ | RFP
- ✓ Final tender summary and analytical report

Starts from £950 | €1,150 per event Retainer options available

TMS+

✓ Includes an eAuction

Starts from £1,550 | €1,850 per event

Link TMS | Contact us

REQUEST MORE INFORMATION >>

contact@link-aviation.com

link-aviation.com

in https://www.linkedin.com/company/linkaviation

Link TMS | How it works (in detail)

Phase: **Planning** Engage with stakeholders to fully understand objectives, existing challenges, scope and service requirements, budget, timelines, and evaluation criteria & weightings. Achieved through Tender kick-off meetings and individual stakeholder calls. Link: We produce a draft tender plan; from simple RFQ to complex, multi-stage, multiservice, RFPs. We support you to write the

Client: • You approve and sign off the • Tender Plan.

messaging.

 You decide on: supplier invites, timelines, selection criteria.

tender content and supplier

You inform suppliers of the upcoming tender.

2 Build

- Tender build including key stages, timelines, supplier submission requirements.
- Multi-stages as required.
 Including: RFI | RFQ | RFP |
 eAuctions | supplier meetings |
 operational reviews |
 internal reviews.

- We build the tender on our best of breed sourcing platform.
- We assign customer stakeholder access, evaluations and approvals based on your requirements.
- You have full oversight of the build and content with final approval before the event goes live.
- You provide tender documentation e.g. company profile, product or service specs, schedules, contract templates.

3 Tender Event

- All activity including communications and submissions are managed and viewed through a single platform.
- One-time supplier onboarding with a simple and quick questionnaire.
- Suppliers submit key documents, answers and pricing.
- We keep a watching brief and resolve any issues and supplier platform queries.
- We provide updates as required.
- You can view every stage of the tender event and answer supplier questions through the messaging portal.
- You can track submissions as they occur and download activity reports at any time.

4) Evaluate

- Driven by evaluator scoring and financial comparisons against budget and between suppliers.
- Supplier analysis tools.
- Reports and Dashboards.

 We produce a final event report to aid with your decision making.

- Your stakeholders evaluate and score submissions as required.
- You make the final decision on supplier selection.

5) \$

Selection

- Successful and unsuccessful suppliers are informed of outcomes.
- Access to a comprehensive report of all communication, submissions, and evaluation scores throughout the eventperfect for compliance and audit requirements.
- Finalise contracts.
- Implementation.