



July 2018

In This Issue of Tender Talk:

- Hydralinc: The Opportunity Cost of Chasing Opportunities
- A Better Way to Tender
- Blog: Privacy Matters
- New e-Procurers
- 2018 Workshop Dates
- Service Matters



Hydralinc: The Opportunity Cost of Chasing Opportunities

"It was quickly clear to me that if the subscription generated a single job, it would pay for itself and, over time, generate a healthy ROI. I don't have to do anything; the alerts just come through every day. And even those projects that aren't relevant to me right now are a good source of market intelligence."

Paul Ollett, Director and Principal Water Engineer at Hydralinc, explains the false economy of spending billable hours chasing opportunities.

[Read the Full Story >>](#)

If you want to minimise the cost of finding contract opportunities, message us. We'll talk you through the process and provide a free sample of the types of RFQs, tenders and other opportunities we deliver on a daily basis.

[Message Us >>](#)



SOUTHERN
MIDLANDS
COUNCIL



A Better Way to Tender

In our latest client story, Andrew Benson, Deputy General Manager of Southern Midlands Council, explains how he's achieved transparency and efficiency through the adoption of our tendering technology. He also illustrates the value of having access to a knowledgeable and helpful customer support team.

[Read the Full Story >>](#)



Blog: Privacy Matters

If you're willing to trust us with your data, it's our responsibility to look after it. For many, information security is a dark art, best left to the experts. However, as our latest blog shows, keeping your data safe relies on a broad combination of activities ranging from technical through to people, process and policy.

[Read This Blog and Others >>](#)



New e-Procurers

These are just a small selection of buyer organisations who've recently shifted to online procurement with TenderLink. The majority accept supplier registrations so, if you want to get notifications when they release public opportunities, search and register on their sites. There's no need if you already have a notification subscription - we have it sorted for you.

[Search Our e-Procurer Sites >>](#)



Determined to improve the quality of your bid responses in FY19?

Whether new to the game or an experienced practitioner, we've got you covered with fifteen workshops now available for booking until year end.

Service Matters

Although classified as a technology business, we've always believed in coupling this with a strong commitment to good old-fashioned, people-to-people service.

So it makes our day to receive feedback like this..

"A massive thank you to Richard Law who's been extremely helpful over the past week when educating & assisting me with our account. He's been friendly and very helpful. Thank you again for your five star service!!"

Thanks Natasha Stewardson for taking the time to let us know. We know our dedicated customer service team appreciate it.



Copyright ©TenderLink 2018. All Rights Reserved.

TenderLink, PO Box 1567, Macquarie Centre, North Ryde, Sydney, NSW 2113

CALL US: 1800 233 533 AU, 0800 698 363 NZ