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## Introducing Phil Stark – COO

Having recently said farewell to our former CEO of 10 years, Ross Dingle, we're excited to announce the appointment of our new COO, Phil Stark. With over 18 years' experience in the technology sector, spanning a variety of sales, technical and leadership roles, Phil will be responsible for managing and growing the illion TenderLink business.

Phil joins us from his most recent role as the CEO of illion Digital Tech Solutions (formerly TALKINGTECH), a global leader in customer engagement and payment technology solutions. Phil brings a focus on improving the customer experience, product innovation, and providing more value to our customers through integrating illion's extensive product suite.

We are very fortunate to have someone of Phil Stark's calibre on board, and look forward to implementing our new strategies under his leadership.



“I feel more confident in my ability to write bid proposals and create new documents.”

## BidPro workshops receive rave reviews

After launching in February this year, we've had some amazing feedback about our new BidPro Essentials and BidPro Masterclass workshops held across Australia & New Zealand so far.

“The course skyrocketed my confidence and I'm excited to put what I've learned into action.”

“Excellent day. I have taken away great ideas to implement straight away.”

“If we can win one more tender, the workshop has delivered... and I am confident we can win several!”

“A pleasure seeing Nigel work. Very good instructor – engaging, knowledgeable, good handle of the group.”

Want to see what all the fuss is about? There's an upcoming BidPro workshop near you!

[View Upcoming Workshops >](#)

## What's New: FREE product training webinars

We've been working hard to develop some product training that helps both new and existing customers to understand the million TenderLink database and make the most of their subscription. We're excited to provide FREE access to our new live product training webinars – which will demonstrate navigating the system, controlling the content coming through, and utilising our tender outcome information to get ahead of your competitors. The webinars are held once a week by our expert Account Managers who can answer all your questions in the live environment.

[Register for a free webinar >](#)



## New look notification emails – coming soon!

We've listened to customer feedback, and are working closely with our new email provider to improve the look and functionality of our notification emails. Keep an eye out for the changes rolling out soon.

If you're interested in providing feedback on our services and input into future product development, we'd love to hear from you! Email [marketing@tenderlink.com](mailto:marketing@tenderlink.com) to be added to our customer feedback panel.



## Welcome: Our new e-Tendering partners

A very warm welcome to our new e-tendering partners! Those pictured above are just a few of the many who've recently joined over 600 organisations across Australasia using illion TenderLink's online procurement solutions.

The majority of our e-tendering partners accept free supplier registrations, so if you want to get notified when they release contract opportunities, search our partners below and register on their sites. If you already have a paid subscription with us – no need – their content is bundled into your notification emails from illion TenderLink.

[Search our e-Tendering partners >](#)



## Our tender numbers are growing...

From January to mid-August 2019, we've seen a 30% increase in published public tenders when compared to the same period last year. And the numbers are only going to keep climbing – 'Tender Season' is about to kick in, with tender volumes predicted to surge in October, reaching their annual peak in November.

With an illion TenderLink subscription you'll get the opportunities most relevant to your business delivered straight to your inbox in one daily email. We'd love to hand-pick you a sample of what's out there, so we can show you how our real, relevant leads can grow your business.

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