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New Partnership coming soon!

We're excited to announce we have a new partnership coming soon, bringing a simple, intuitive contract management tool into our suite of procurement solutions.

We can't wait to offer this new solution to our procurement partners! Keep an eye out for the official launch. If you'd like to be first to know about the value it can bring to your organisation, [register your interest here >](#)



BidPro Essentials Webinars are regularly a sell-out show!

Our BidPro Essentials workshops are now held over two half-day Zoom webinars, accessible from any working environment in Australia or New Zealand. Hosted by our partners at BidWrite (some of the most qualified and experienced tender consultants in Australasia), these webinars have been a hit, selling out every time, so don't miss out! Our next upcoming webinar dates are:

13-14 April / 11-12 May / 1-2 June / 22-23 June
9:00am – 12:30pm AEST / 11:00am – 2:30pm NZST on both consecutive days.

[Book Your Seat Now >](#)

Not sure if our BidPro Essentials course is for you? Here's what some of our most recent attendees had to say:

"I thought the seminar was brilliant... I feel more confident and motivated moving forward, and can't wait to submit some great tender responses."

**Shantel, Tender Writer,
Pickwick Group, Integrated
Facilities Services**

"Very engaging instructor, content well structured and impressively applicable across diverse industries."

**Shelley, Bid, Projects & Tender
Manager, The BUSY Group Ltd**

"I was very impressed with the seminar and look forward to applying the principles I learned to increase my win rate and grow our business."

**Maxine, Commercial Manager,
Infront Static K9 Services Pty Ltd**

[See More Testimonials >](#)



Althea gets great value from their TenderLink Procurement Portal



Althea is the world's largest provider of managed equipment services and multivendor maintenance, supporting Australian healthcare businesses with end to end procurement activity, turnkey project solutions and managed services in the radiology segment.

With plans to expand the business over the next year, and increase value by bundling the procurement of multiple systems and services, Althea chose to work with illion TenderLink based on positive experiences of team members who'd worked with us in the health sector previously.

"From the day we signed up, Althea was supported with solid on-line education for all the team. The service is value for money, and reduced non-value adding process and activity in my team, freeing up capacity to focus on our business and customers.

The aspect most valued by both Althea and our vendors is the ability to interact through the portal in a way that both supports and promotes probity best practice, with secure equitable vendor collaboration. I highly commend the illion TenderLink portal."

[See Althea's Portal >](#)



Althea are just one of the 600+ organisations across Australia and New Zealand using our specialised systems to streamline their procurement process. Pictured above are a few more partners who've recently joined us – welcome! Check out our website to see all the procurement partners who choose illion TenderLink.

[Search Procurement Partners >](#)



Skip the search for the pot of gold at the end of the rainbow... we've found it!

This St Patrick's Day, don't rely on the luck of the Irish – we already have the pot of gold you're looking for, and it is FULL of tender opportunities for your business!

Don't waste time looking for future work – with an illion TenderLink subscription, we'll do all the searching and deliver new tenders straight to your inbox. Grab a piece of the gold by requesting your free sample of our tender opportunities, hand-picked to suit your business.

[Get Sample Tenders >](#)

Two smartphones are shown side-by-side, displaying reports from the illion app. The left phone shows a report for Australia titled 'December Quarter Analysis (AU)'. The right phone shows a report for New Zealand titled 'December Quarter Analysis (NZ)'. Both reports feature a 'Late Payments' section and a map of the respective country. The illion logo is visible at the bottom of each phone screen.

December Quarter Analysis (AU)

December Quarter Analysis (NZ)

illion Trade Late Payments Report: Will you get paid more quickly this year?

illion's Trade Late Payments Report is the most comprehensive in the market, and our latest report for the 2020 December quarter shows that while the New Zealand economy has remained resilient, the Australian economy has some way to go before businesses can rest easy and conclude the (economic) worst is behind us. Whether businesses will recover entirely in 2021 – particularly as government economic initiatives such as JobKeeper are withdrawn – remains uncertain.

The number of days it takes for overdue bills to get paid is a key litmus test for the state of the economy. This number is improving once again, but to get a more accurate picture of whether you will get paid by your debtors more quickly this year, check out illion's latest Trade Late Payments Report to see what is happening to other businesses like yours.

[Download Australia's Report >](#) [Download New Zealand's Report >](#)



How to write a winning tender response – our latest blog

So you've found an open tender that's perfect for your business – but how do you write a winning response?

Tenders can vary hugely depending on the industry, and while there's no one-size-fits-all template for a successful bid, there are plenty of best-practise techniques that can help improve your win-rate. If you haven't already, check out our latest blog for some of our top tips for developing a winning tender submission.

[Read Blog >](#)
