



SalesLeap

Q&A on our Tender Search Service

If you are a business-to-business company, SalesLeap could well prove to be one of your most powerful sales resources at an amazingly low cost. You will be rewarded with a robust pipeline of new sales opportunities with customers who are widely viewed as secure and credit worthy.

What makes you different from the others?

Our management has built and run highly successful teams selling to the public sector, led PFI sales and run various bid teams and sales projects.

We understand the sector, sales and sales management and help you to win new business as opposed to giving you lots of “leads” which in reality result in a frustrated sales team and extra workload for you.

We will not ask you to tick a list of boxes about the products and services you provide. We will talk to you, understand your deliverability and short list tenders that are of specific relevance to you.

We provide a full suite of products to enable you to maximise the benefit of working with SalesLeap and developing your entire public sector sales proposition.

We are not a procurement business, publisher or web agency that provides tender searches as a sideline. Public sector sales development is what we do. We focus on it and are proud of it.

On the subject of price, we provide a clear pricing matrix. You will not find that suddenly you are charged far in excess of what you thought you would pay or have budgeted for.



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We understand that one size does not fit all and we will make sure that the service we provide will be specific and appropriate to your business.

[I have heard about CPV codes, what are they?](#)

Common Procurement Vocabulary codes are used across Europe to ensure that public procurement professionals publish their contract notices in a way that is understandable by all regardless of local language. Our experience shows however that it is unwise to rely on these codes alone and will discuss your business with you to fully understand your deliverability.

[How will I receive the tenders?](#)

By email to your nominated addresses.

[Can I have a free trial before signing up and paying for a full subscription?](#)

SalesLeap's searches are not ones where a few keywords or CPV codes are automatically checked against contract lists to provide so called leads for you to search through the detail. Our searches are bespoke to your business and as such it is a process that does not lend itself to free/trial periods.

[How many tenders will I get?](#)

As many as are available and meet your requirements of product/service and territory. SalesLeap imposes no limit on the number of tenders that you will be provided within your subscription fee.

[I have heard OJEU being mentioned, what is it?](#)

The Official Journal of the European Union is a media through which public procurement is advertised in Europe. Being one of hundreds however, it is by no means however the only source of such notices.

[What happens if my needs change over time, can I change my search parameters?](#)

We recognise that businesses change and so reflect this as we work for you. One of the reasons we refer to talking to you as being so key, not only to ensure that the work we are doing for you meets your needs but to check if those needs might be changing.

[Is it true that these tenders are really aimed at the big corporates?](#)

No. A common misconception about public sector procurement is that it is aimed at a few large suppliers who "mop up". Government recognises that smaller businesses provide a service equally as good as a major corporate and in many cases offer a far more personalised and cost effective one and always include as diverse a range of businesses in their supplier lists as possible.

The fundamentals of public procurement are that whilst the price of your service delivery has to be competitive, the buying decision is not taken on that alone but considers the whole 'life cost' of buying and will include the non-cash elements of time, administration, sourcing and delivery. It is designed to provide suppliers based on their ability as opposed to their size.

We would be delighted to work with you and look forward to hearing from you. But, in the meantime, If you have any further questions please do not hesitate to contact us via email at info@salesleap.co.uk or via telephone on 01905 763992