

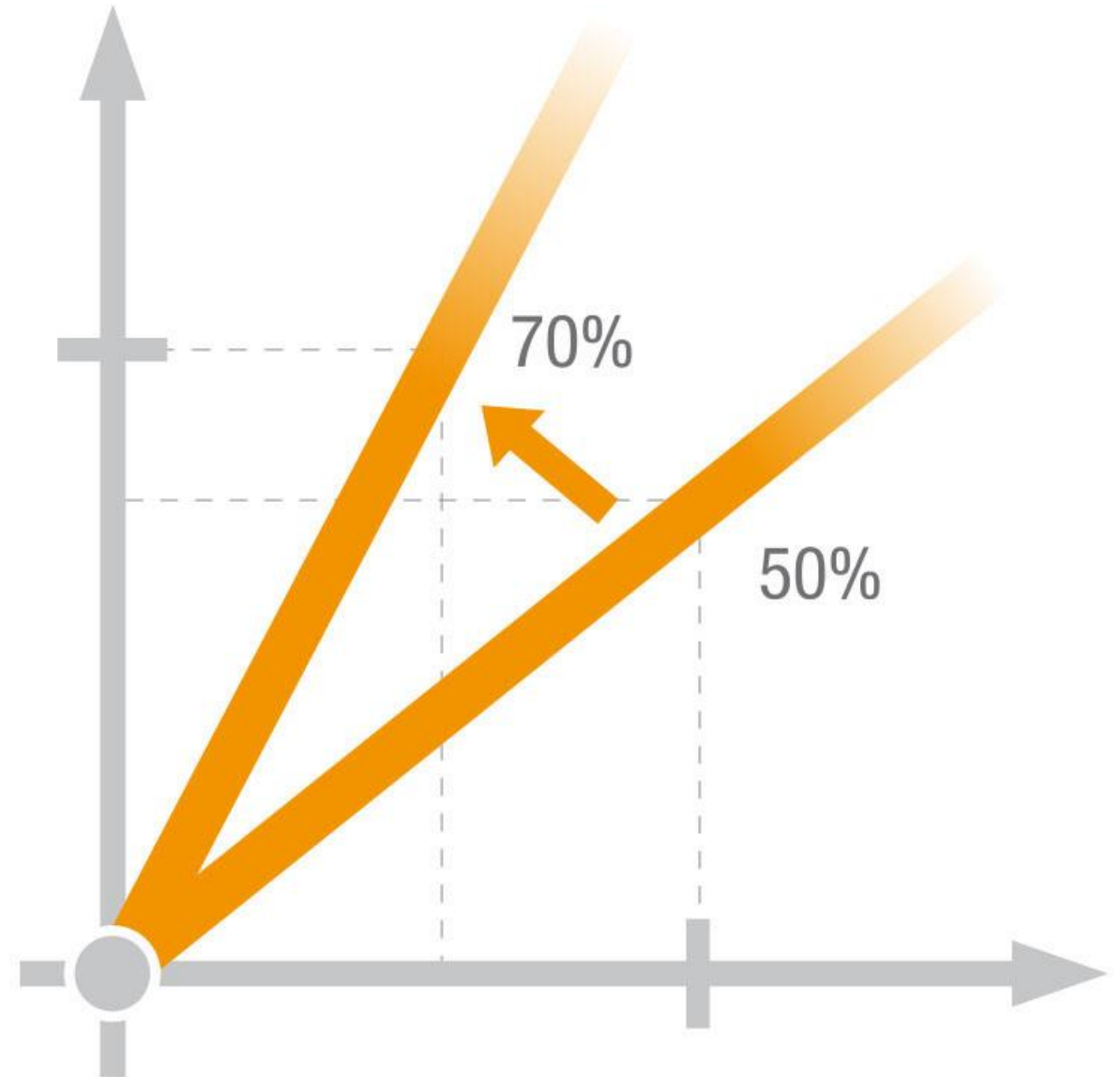




# BidBox International

## Business Development

- Company
- Portfolio
- Partner
- References



Enabling our customer  
to win new business







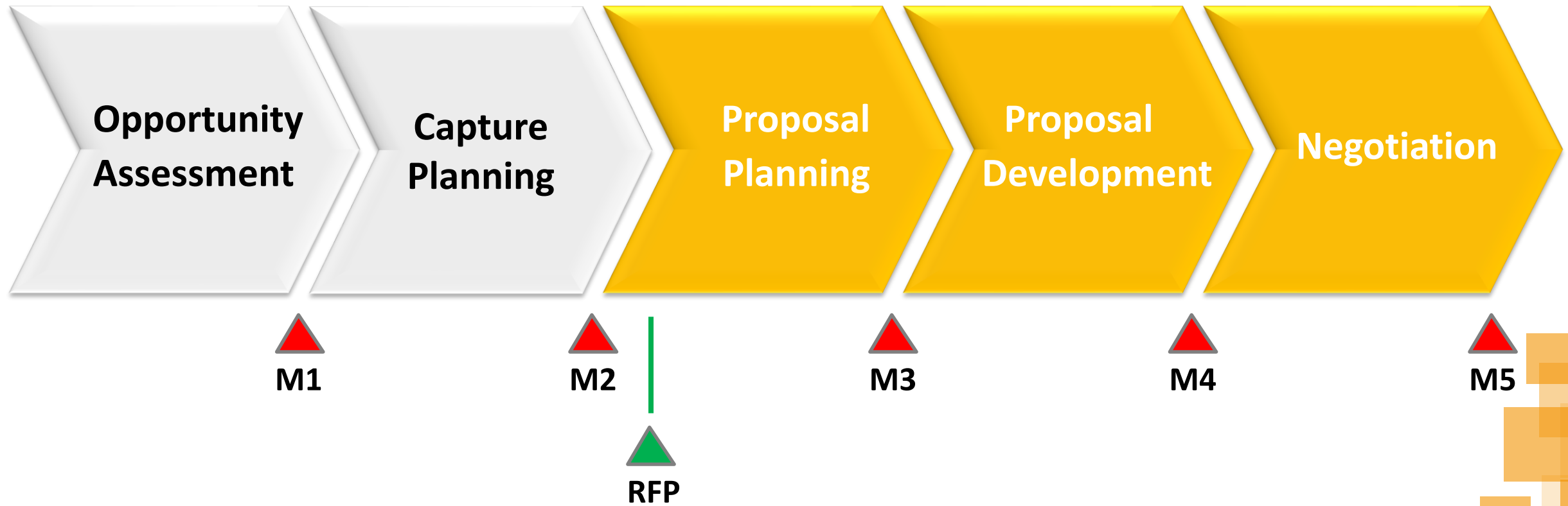
STRATEGY

VISION

DECISION MAKING

RESPONSIBILITY

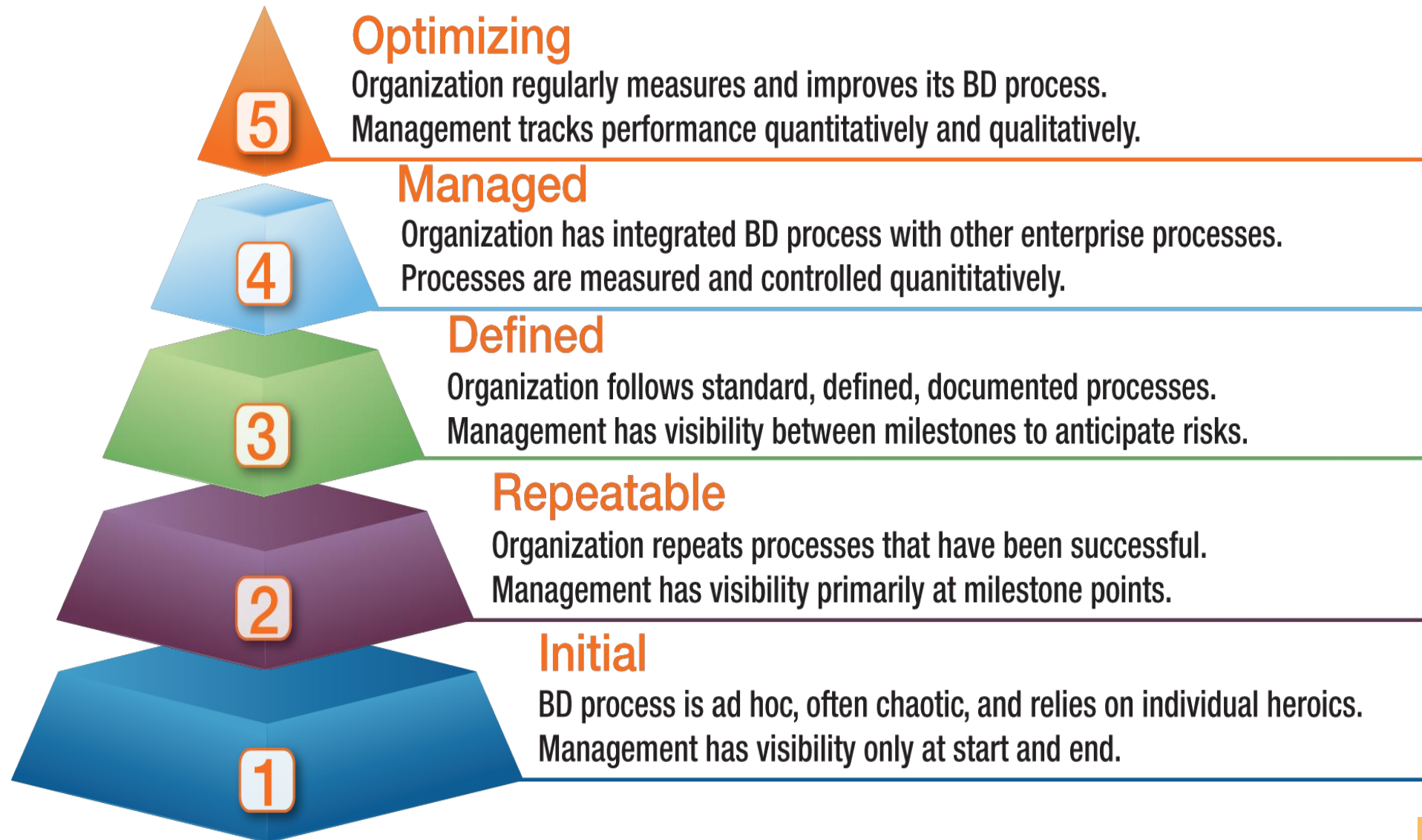
KNOWLEDGE





- BD process analysis and implementation
- Generation of leads and opportunities
- Development and positioning of opportunity
- Creating the competitive and winning proposal





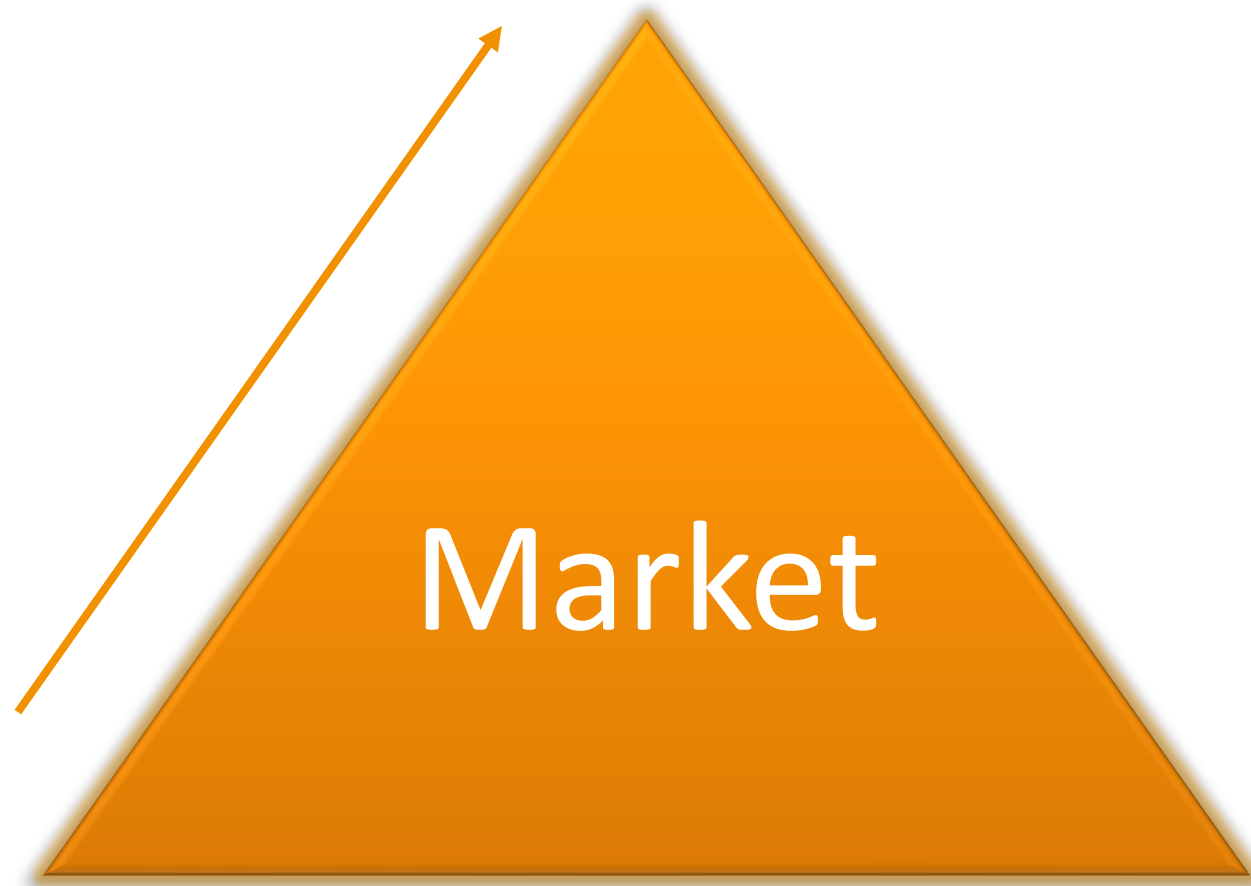


Capability Categories	Customer	Leadership	People	Process Management	Support
Themes	Increasing Customer Value	Building Vision and Performance	Extending Competencies and Teams	Improving Visibility and Accountability	Enhancing Systems and Infrastructure
Maturity Levels	Process Areas (PAs)				
5 Optimizing	Innovation and Transformation				
4 Quantitatively Managed	Relationship Management	Leadership Integration	Collaborative Teaming	Quantitative Performance Management	Integrated Systems
3 Defined	Solution Collaboration	Organizational Direction	Organizational Competencies Development	Organizational Process Management	Knowledge and Infrastructure Management
2 Managed	Response Generation	Sales Management	Individual Skills Development	Project and Quality Control	Work Environment and Tools
1 Initial	Ad Hoc				

- BidBox supports companies to create the sales pipeline and enables employees to prepare professional proposals.
- Through consulting, training, execution of work and possible complete take-over of the provision of BD services.
- Proposing Software Solutions to manage the tender phase from creation to signing the deal.



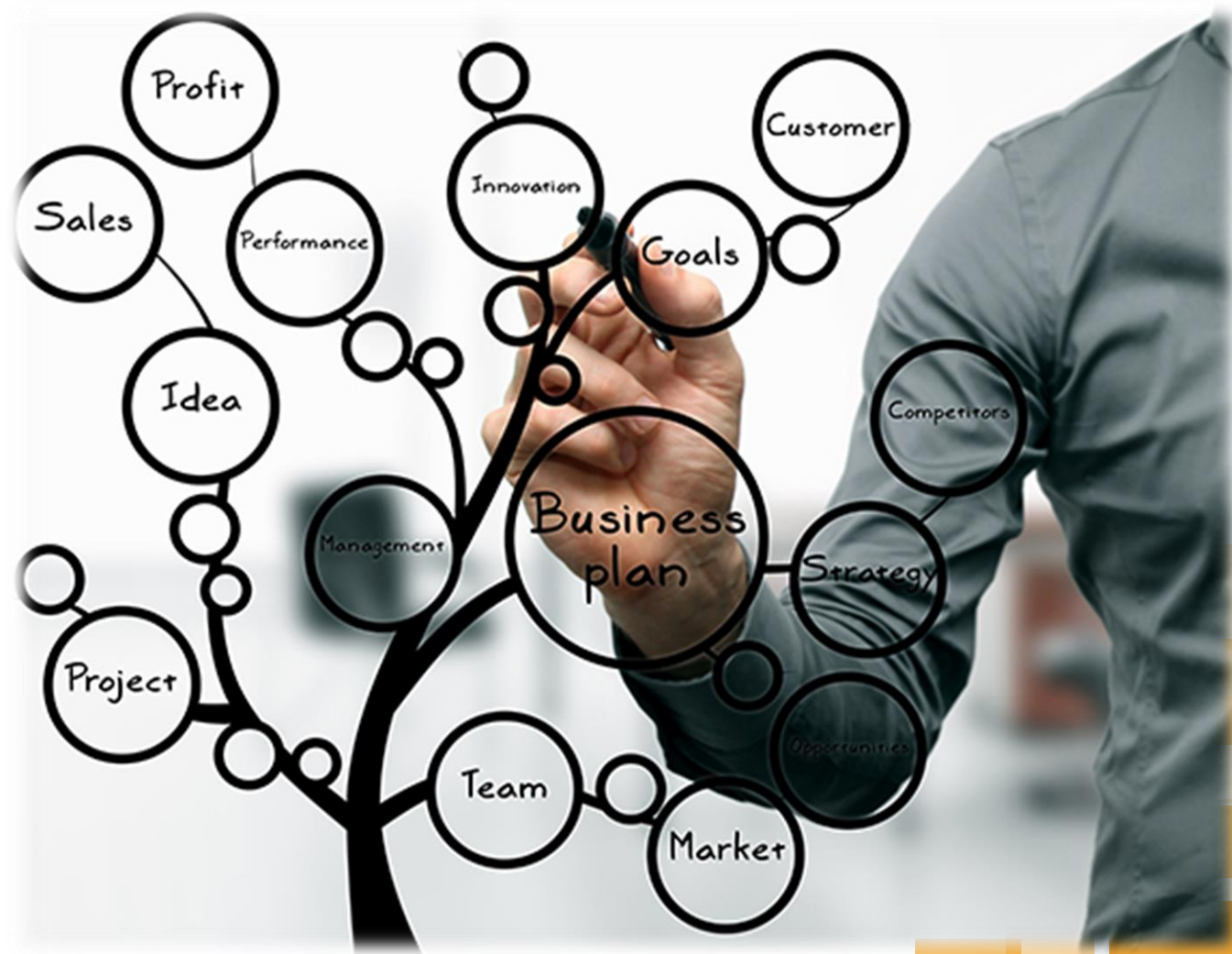
Customer



Supplier

Competition

- Consulting
- Training
- Proposal Preparation
- Proposal Software

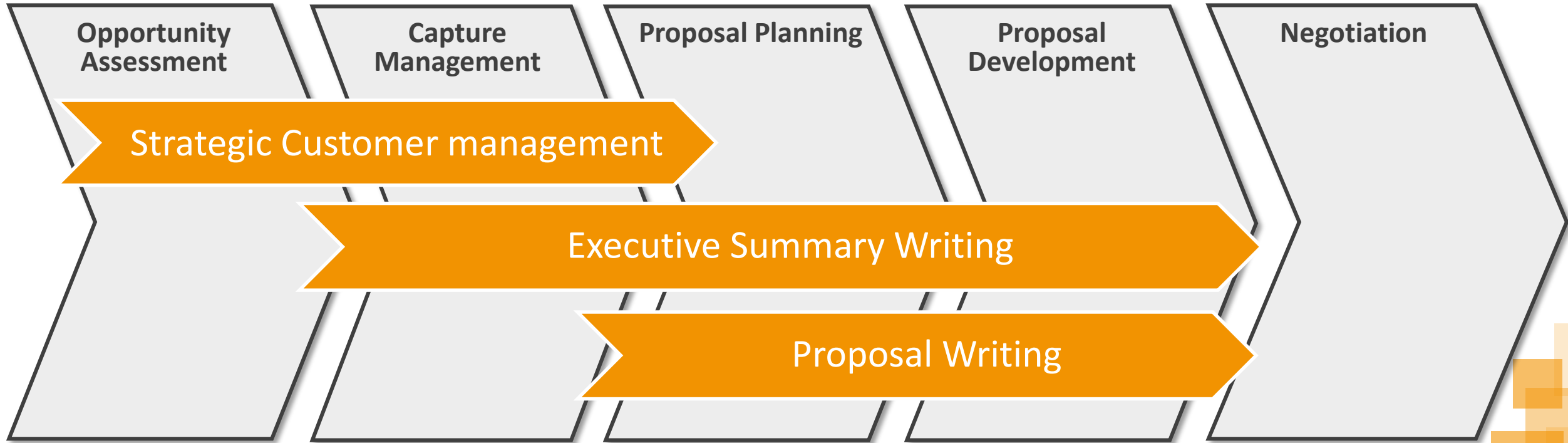




## Consulting

- BD process analysis and implementation
- Coaching to create leads and opportunities
- Market & Competitor research
- Proposal Analysis - **BidCheck**
- Tender Management – RFP creation





## Core Seminars

- Strategic Customer Management
- Capture & Proposal Management
- Professional Proposal Writing

## Training Methods:

- Classroom Seminars
- Webinars
- e-Learning-Programs

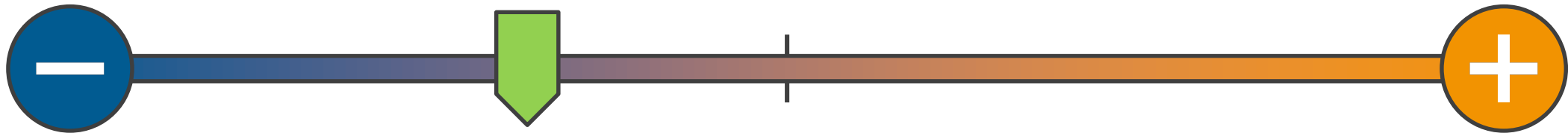


# Proposal Preparation

Take responsibility for  
specific roles like Bid  
Writing, Bid  
Management, Bid  
assembly, ...

Provide complete  
proposal team

Outsourcing of the  
complete proposal  
preparation





We undertake partial tasks or complete offer management.

## Components:

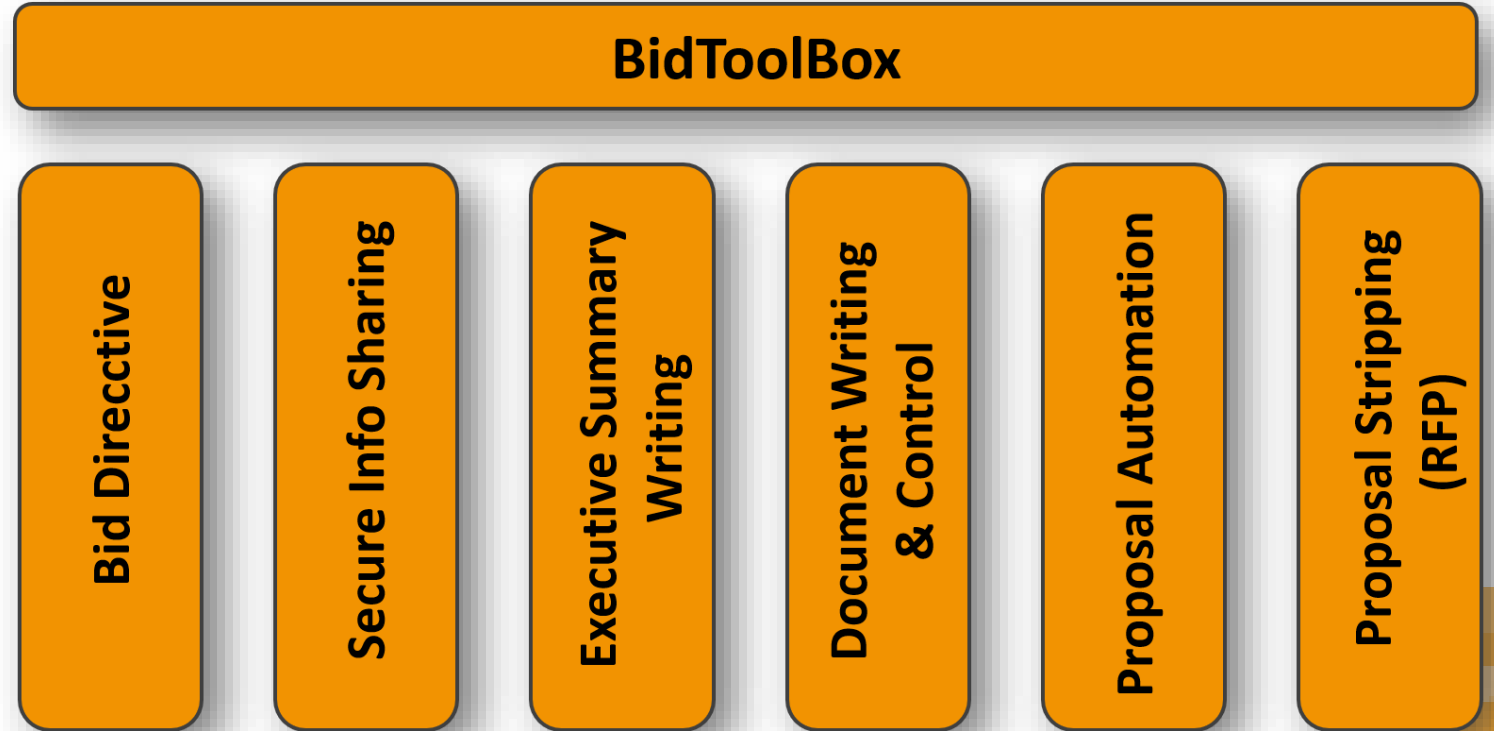
- Creation of documents, graphics and images
- Creation of storyboards
- Document Management
- Compliance Management
- Proposal Reviews



BidBox advises on the usage of Proposal Software solutions.

## Supported Solutions:

- **My Console** – BidDirective
- **BooleBox** – Secure Info Sharing
- **Xait** – Document Writing & Control
- **ROSE** – Executive Summary Writing



- BidBox International is a full-service provider of solutions and services for Business Development, Capture and Proposal Management.
  - BidBox® founders Wolfram Seyring and Hüseyin Özkan have years of experience in winning deals and preparing offers.
  - Experience in management, sales, marketing by working with international and national companies. (e.g. Siemens, Ericsson, NOKIA)
  - BidBox GmbH is also represented internationally through other companies, partners and local offices.
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- In the following countries you will find local contacts: India (Delhi), Finland (Helsinki), Iran (Tehran), UAE (Dubai).

# BidBox – Major Locations



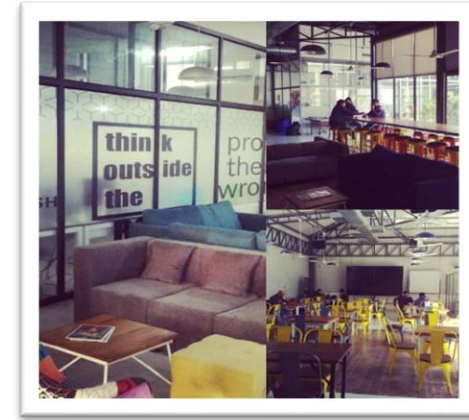
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## BidBox - Project Office Munich

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## BidBox - Project Office Gurgaon

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