



### **BidBox GmbH**

Gewerbepark-Süd

Hofstraße 64

40723 Hilden

Tel: +49 2103 88078-10

Email: [info@bidbox.org](mailto:info@bidbox.org)

Web: [www.bidbox.org](http://www.bidbox.org)

### **Locations**

Düsseldorf, Munich, Hilden, Bremen

### **Partner**

BidBox Consulting GmbH, BidBox Private Limited, Seyring GmbH

### **Services**

- Business Development
- Consulting / Leads / Opportunities
- Bid Support / Proposal Preparation
- Training / APMP Certification
- Interim Management / Expert Support

### **"More orders through professional offers!"**

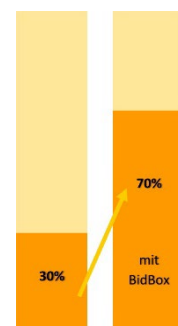
BidBox GmbH is a company specializing in bid management, which will efficiently support you at all levels around the topic of "bid". BidBox GmbH differs from traditional consulting companies: We take over sales activities, the preparation of offers and project coordination.

The complexity of bidding is constantly increasing as new business areas are established, new customers are developed with more complex bidding procedures or other companies are newly acquired.

With its services, BidBox GmbH provides individual and targeted support for the entire sales process - from qualifying the business opportunity to obtaining the order.

The commitment of these services is scalable: from training participation to bid analysis and in-house consulting to outsourcing the bid work to BidBox GmbH.

You want a contract at all costs? - We efficiently support companies in the bidding process to improve their success rate in winning contracts. This increases turnover and reduces the cost of bidding.



Increase of capture rate and proposal rate with BidBox.

We not only point out the necessary changes in sales and offer management, but also support you in the implementation. If you wish, we can also take over the implementation and the preparation of the offer.

Do you want to permanently improve your offer work? Our trainers will train you and your staff on site.



This is possible because our employees have many years of experience in sales and bid management. BidBox GmbH and its specialists are known for their excellent presentations on business development and proposal management. They are valued as experts at public events, as well as the various APMP (Association of Proposal Management Professionals) conferences in the USA, UK, and Germany. BidBox® consultants and trainers have many years of experience in business development, strategy development, restructuring, proposal management (APMP certified) and project management.

The sales process is the central element of the BidBox® services. These cover the preparation of offers, but also the development of business fields and the negotiation phase. The BidBox® consulting concept is based on the best practice approach propagated by the APMP.

BidBox GmbH has worked closely with Shipley Associates® for many years in German-speaking countries.

Shipley and BidBox are founding members of APMP and APMP DACH and are internationally recognized service providers for sales and bid management.



We provide our services in German and English.

As a professional company, we are represented in the relevant networks and professional associations of SMEs (BVMW, IBWF, VDI, selected AHKs). As certified and active members of the professional association APMP and its regional division APMP DACH, we explicitly support the further development and dissemination of professional bid management.

**We enable our customer to win business.**