



TENDERS | BIDS | PROPOSALS | SUBMISSIONS

# GETTING BUSINESSES BID READY

GET READY FOR QUEENSLAND'S RECORD PROJECT PIPELINE

QMCA SEPTEMBER BREAKFAST



[WWW.AURORAMARKETING.COM.AU](http://WWW.AURORAMARKETING.COM.AU)

# What we're seeing right now



**Highly  
competitive**



**Frenetic pace**



**Cost focused**



**Emphasis on  
policy  
outcomes**



**'Simpler'  
bidding**



# What it means for bidders



**Compete with  
focus, not  
volume**



**Develop a  
rapid  
response  
capability**



**Develop the  
solution that  
enables you  
to compete  
on price**



**Bake in policy  
outcomes as  
standard**



**Exceed  
expectations  
even when  
requirements  
are reduced**





## CONTACT US TODAY

Brisbane | Sydney | Melbourne | Adelaide | Canberra

Phone: 1300 976 312

Email: [info@auroramarketing.com.au](mailto:info@auroramarketing.com.au)

[www.auroramarketing.com.au](http://www.auroramarketing.com.au)



TENDERS | BIDS | PROPOSALS | SUBMISSIONS

