

Preparation and Experience gets Results

Principal Stephen Lynch recently established Lynch Tenders having spent the previous seven years in senior tender management roles at Medibank Health Solutions and Drake International.

During this period he produced 350+ tenders and bid related submissions; established and implemented auditable tender processes in line with organisational risk management frameworks; maintained content management and resource libraries; and managed bespoke tender teams in physical and remote settings

Results

An undoubted career highlight while at Medibank was his involvement as National Tender Manager responsible for delivering a \$1.3b tender for the Australian Defence Force's Garrison Health Services contract. Stephen was a key member of the bid project team responsible for securing the win, which detailed a 'single source' solution through an integrated and interconnected network for the end to-end healthcare of all entitled serving personnel, from point of injury or illness right through to return to work.

Not many tenders dwarf this 1700+ page behemoth, which was complex and time consuming, however Stephen's composed approach and ability to operate under pressure for lengthy periods, while effectively managing dozens of stakeholders and coordinating multiple inputs to produce a cohesive and compelling response, were key to the project's success.

This imperturbability is a hallmark of his overall capability in the bid management space and an asset for any business that is required to submit a tender.

Experience

Simply put: by writing, editing and managing so many large, complex bids Stephen has the requisite skills, knowledge and experience that can sometimes be lacking in a bid project team.

Whether actually tendering, preparing to tender or evaluating your existing capability, Lynch Tenders can help with planning, auditing current resource skills sets and capacity, capability building, or acting as a resource overflow for project teams.

A broad network of associates, whose expertise can be easily tapped, means that regardless of size and complexity, Lynch Tenders can either manage the entire tender process or effortlessly slot into any existing team or project, depending on your needs.

You know your business - and we know tenders.



Experience = Understanding

Experience working within a Government Business Enterprise delivering complex tenders to Federal, State and Local Governments, large Australian corporates and multi-national joint ventures has provided insight and a keen understanding of what drives the purchase process and - importantly - how and where it differs between the Government and Private sectors.

With hundreds of tender wins in the Government and Private sector, what Stephen - and Lynch Tenders - can bring to any business is the confidence of having seen and done it all before.

Snapshot

Stephen has a Masters of Business (Marketing) from Swinburne University of Technology and an Associate Diploma of Arts (Professional Writing & Editing) from Box Hill Institute.

Time spent with Medibank Health Solutions and Drake International in tender management, and Save the Children Australia, the Australian Hotels Association and Hyatt International in various management and marketing / communications roles has created an impressive skill set and formalised an experienced network of contacts and resources on which he can draw to help deliver any tender project.

Professional references can be provided upon request.

Lynch Tenders

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