



NEW ZEALAND GOVERNMENT PROCUREMENT

Resources for responding to tenders

Here's some practical and general advice on how you can approach your next tender opportunity and increase your chances of winning it.

For information, frequently asked questions and guides to using GETS, visit the [page on GETS](#).

[Tendering excellence quiz](#)

How good are you at the tendering process? Take our tendering excellence quiz to assess yourself on preparing and submitting your tender.

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[Hints for tendering](#)

You have decided to tender for some work. How do you start and get the most out of the time that you have?

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[Before going to tender](#)

Preparation to win tenders usually starts well before the RFX is released. Companies that win numerous tenders generally do a lot of preparation before the RFX is released. We outline key things you need to consider before you do your next tender.

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[The Eight Stages of Tendering](#)

Tendering is its own world of jargon and technicality, but one with substantial rewards. All it takes is commitment, a bit of time to understand what is required, and the willingness to give it a go.

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[After the tender](#)

At this stage, you are either managing the contract or you have missed out on the opportunity. What can you do to improve your chances of winning the contract the next time it comes up and of winning others.

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[Events calendar](#)

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