

TRICORN SELECTION LTD

Tricorn Selection Ltd has won £200k contract with London South Bank University.

Tricorn Selection Ltd is a specialist Accountancy, Finance and Clerical Administration Search & Selection Agency based in Westminster. They have 5 employees and over 40 years combined recruitment expertise within the London market.

Tricorn contacted Supply Cross River to seek assistance for a "Provision of summer enrolment temporary staff" tender with the LSBU. They wanted to take advantage of the public sector tendering expertise offered by Supply Cross River, in order to produce a worthy tender.

They were put in touch with a Supply Chain Advisor who



provided them with guidance and techniques to go through the tendering process and help them win a 200k contract with the LSBU.

Following this experience they declare that they will be using the transferable skills and techniques learned from the programme in other tenders.

"Supply Cross River influence will be carried on with all our future proposals."

"We are confident that building on our strengths with the lessons learnt from the programme, our business will grow in a sustainable manner over the next year enabling us to regenerate our surrounding communities through the generation of local employment."

About their overall experience of tendering process and with Supply Cross River:

"As a small firm, we often find the tender process exhaustive and expensive and whilst we have a track record of many years actually providing a staffing service, questions within a tender often prove needlessly long winded in order to show this to the client.

We found the services and advice of Supply Cross River invaluable when having to write exhaustive answers to questions set in the tender document. This helped us enormously."



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OTHER

Other is a City of London innovative marketing company who have won £100k from Diversity works for London for marketing services.



“We have found having someone actively keeping us informed of opportunities extremely useful.”



Whilst working for multinational blue chips and central government departments, its ethos is also rooted in the Not for Profit sector and indeed its local community.

To this end and as part of their growing commercial capability and capacity, they contacted Supply Cross River which offered them an opportunity to better understand prospective clients' needs at the same time as honing their ability to engage with them.

They were advised by Supply Cross River to attend a very useful workshop on writing Pre-Qualification Questionnaires and then “went to a Meet the Buyers event which generated some quality leads for (them).” Additionally they were allocated an advisor who regularly made them aware of upcoming opportunities.

Other Ltd has also now implemented an integrated development programme for both existing clients and new prospects that ensure they

continuously innovate, add value and keep ahead of the market.

Maintaining their network of contacts and intelligence is an important part of this.

“These are obviously challenging times and we welcome any support we can get.”

Any new client is great news and we hope to work with DWfL into the future.



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