

Giving
you the
competitive
edge

in the
Energy
sector

Helping teams win for over 35 years

The energy sector is diverse and dynamic, encompassing oil and gas, renewable energy, utilities and power, energy technology and energy consulting and advisory. Our team has extensive experience in helping organisations to secure major deals and improve their proposal success rates.

Here's what we bring:



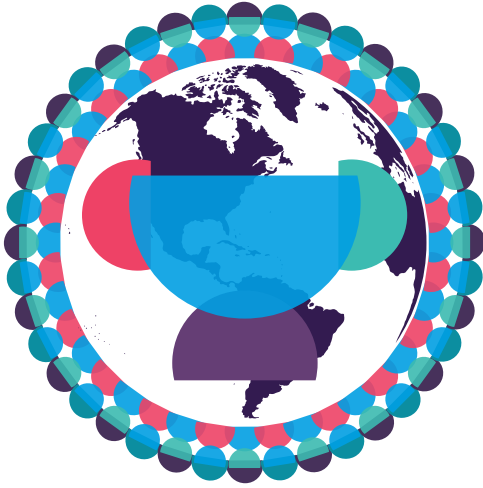
An in-depth understanding of complex buyer processes and techniques.



Exceptional know-how in winning bids, proposals and pitches for our customers.



Efficiencies to lighten your load as you put successful bids together.

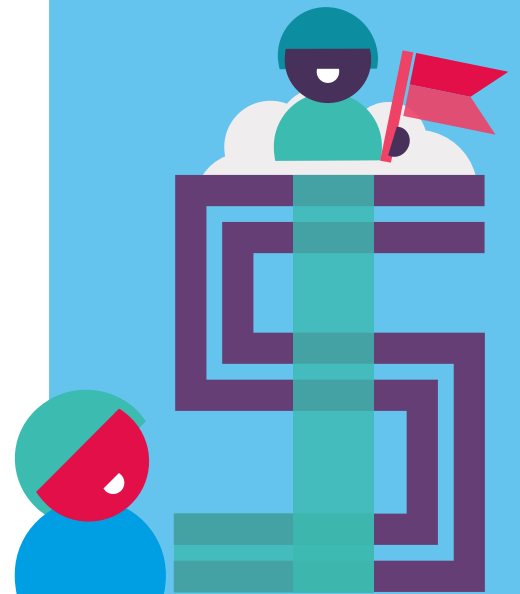


Winning is in our team's DNA.

We're a close-knit team who are always ready to work with you – whatever the assignment requires.

We bring a team of experts in campaigns, bids, proposals and presentations. It's not only our people's talent, skills and expertise that makes us so sought after. It's the unrivalled experience we bring, along with our positive and friendly approach.

We share best practices actively across our teams, continually pushing and helping one another to reach even higher standards.



What we do:



Win
bids



Train
to win



APMP
certification



Capability
improvements

Key issues in your sector and how we can help

Challenge Solution



Adopting AI

Changing ways of working:

Understanding the right use cases and tools to adopt and how to refresh your ways of working to safely benefit from using AI.

Building trust, and demonstrating experience

Technological advancements:

The rapid pace of technological change in the energy sector can be challenging. We'll assist you in showcasing your technological capabilities and innovations in a memorable, client outcome-focused way.

Stringent regulatory requirements

Expertise and documentation support:

Winners need to show rigorous adherence to regulatory standards and compliance. The emphasis on compliance not only safeguards against potential disruptions but also reflects a commitment to ethical business practices, a critical factor in securing contracts.



Intense competition

Proposal strategy and positioning:

We'll help you develop a clear proposal strategy that highlights unique value propositions, key differentiators, and competitive advantages. This will ensure you stand out from the crowd and increase your chances of winning bids.

Making complex technical solutions clear and precise

Simplified and persuasive communication:

We'll help you to present intricate technical solutions with clarity and precision – a challenge when submissions can contain multiple complex plans. Your message won't get lost.

Pricing and cost competitiveness

Competitive and clear pricing strategies, value propositions and value engineering:

We'll help you develop competitive, value-for-money pricing strategies that align with client budgets and requirements, while maintaining profitability.

Environmental and sustainability considerations

Incorporating sustainable practices:

Demonstrating your commitment to sustainable practices and providing examples of the technology you use to improve environmental impact is increasingly important. We help you incorporate these elements into your proposals effectively.



Success stories

Supported win of major national water infrastructure frameworks.

Secured £230m framework; worth £29m annually.



Support on win themes and storyboarding led a water infrastructure service company to retain a **£35m/year contract.**

Water infrastructure services company supported by our strategic input.

Won £1BN+ contract; secured all three targeted lots.

Supported multinational energy company in winning a major offshore wind tender in the Netherlands.

A landmark success in a multibillion-euro market.



Specialist energy services provider supporting smart meter transition.

Secured £45m contract.



An award-winning team, with over 35 years' experience

Helped clients
win billions
with a capture rate of over **90%**



Over **15** years
as an APMP Accredited
Training Organisation
Association of Proposal
Management Professionals

Over **35** years
serving clients globally



Working across
all major
industries



including both the public and
private sectors

More than
40 highly experienced
professionals



Proven processes
and tools



Try our free-to-use tools:



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0800 009 6800

info@strategicproposals.com

strategicproposals.com

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