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business, it is  
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the work, he  
will inexorably  
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results since  
the expenses  
will exceed the  
income. If the  
bid has a very  
high value***

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**compared to  
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competition's  
proposals, it  
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be out of the  
price  
competition.  
This situation,  
although less  
burdensome  
than the**

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**previous one,  
has an adverse  
effect on your  
assets because  
of the increase  
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expenses. The  
conclusion is  
that when we  
quote, we need  
to carefully  
analyze each**

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considered in  
each of the  
stages of the  
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and potentially  
reduced  
morale and  
confidence.  
Investment in  
retaining  
rebids can***



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significant  
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only on  
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business.  
Average  
retention rate  
of contracts at***

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**rebid is**  
**60-70% across**  
**many**

**companies,**  
**with others**  
**retaining as**  
**little as 50%,**  
**or less.**

**However,**  
**there are**  
**proven**  
**approaches**

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***that can  
improve any  
company's  
chances of  
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**Whilst it  
includes the  
skills of  
bidding for  
new contracts,  
rebidding  
requires a  
significantly  
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into practice; as  
well as guidelines  
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practice.

At what stage in  
the process do  
commercial  
projects go wrong?  
Some of the worst

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problems  
(unrealistic  
objectives, faulty  
assumptions, and  
poorly understood  
constraints) are  
'programmed in' at  
conception when  
the bid is written,  
long before the  
project manager is  
brought on board.

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If the bid is  
misconceived, no  
amount of clever  
project

management is  
going to recover  
the situation.

Involving the  
designated project  
manager at the  
bidding stage is  
becoming the

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norm in many  
Successful Bid  
commercial  
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organizations.

Some make the  
project manager  
the bid manager  
so they can direct  
all aspects of the  
project's  
conception.

Getting the bid  
right is the

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essence of  
planning for  
project success,  
and is the main  
theme of this book.  
However, many  
project managers  
are unfamiliar with  
the pitfalls of  
competitive  
bidding and don't  
know how to



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balance a  
compelling sales  
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as if you were  
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that you intend to  
own for a very long  
time. Long-term  
investing in fine  
companies is not  
the only way to  
make money but it

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right terms is an***



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valuable resource  
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consultants, and**

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**researchers.**

***Skin disease can be  
more than skin deep***

***Our skin is one of  
the first things  
people notice about  
us. Blemishes,  
rashes, dry, flaky  
skin – all these can  
breed insecurity,  
even suicidality,  
even though the  
basic skin condition  
is relatively benign.***

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***Skin disease can lead to psychiatric disturbance. But symptoms of skin disease can also indicate***

***psychological disturbance.***

***Scratching, scarring, bleeding, rashes. These skin disturbances can be the result of psychiatric disease.***

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or service where the plans and budgeting are poorly thought through in relation to the implementation or application. That can be a very costly mistake if the funding you gain is insufficient but you are stuck with developing the project or service.

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