



# Winning Government Tenders: How to understand the Australian tendering process and write proposals

*Maurice Downing*

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Government agencies and organisations - from the military forces to schools, local councils to hospitals, tax departments to legislative councils - are responsible for buying around 25% of all goods and services sold in Australia. The actual dollar amount is huge and ever-increasing. However, very often the processes that vendors and service providers are required to go through to secure government contracts can be complex and daunting. In many cases the race does not go to the swift (who may swiftly give up on the red tape) but the dogged, and as a result the pool of suppliers to the government is much less than it should be. Many, many Australian businesses are completely missing out on huge potential sales from the biggest customer of them all: the government. *Winning Government Contracts* takes the mystery out of the tendering processes that the government favours and shows how any business with suitable products or services can successfully bid for government contracts. The information in the book will also help any business improve its tendering capabilities, whether tendering for government or private contracts.

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