



 **proactis** | **Tenders Direct**

Your complete tendering solution.

Why enhance your tendering capabilities?

Public sector contracts are great opportunities for businesses of all sizes. Most strategies will benefit from targeting the public sector market - whether you are looking for regular sources of income, or opportunities to expand your business.

With an abundance of opportunities, transparent contracting processes, and prompt payments - your public sector customers could be your best.



General Market Overview

Most tenders in the UK and Ireland are either Below-Threshold or Unregulated opportunities. They have fewer restrictions than Public Contracts, making them simpler to bid for and ideal for SMEs or new entrants to the market.

While buyers must use official portals for all procurements over £30,000 in the UK, and €50,000 in Ireland, our analysis shows that many Below-Threshold Tenders are not published where they should be. We call these opportunities Non-Aggregated Tenders (NATs), because instead of appearing on a single centralised portal, they are scattered across over 500 different sources. NATs make up 20% of all opportunities in the UK and Ireland, yet are virtually inaccessible to most businesses.

Frameworks and Dynamic Procurements run for several years, create numerous new business opportunities for suppliers, and represent 10% of all tendering opportunities.

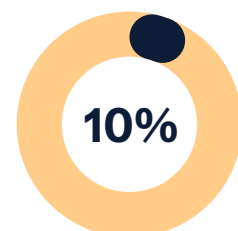
Of the notices published each year:



Are
**Below-Threshold/
Unregulated**



Are
**Non-Aggregated
Tenders (NATs)**



Are
**Frameworks/Dynamic
Procurements**

Why do I need Tenders Direct?

The sheer volume of public sector contracts published in the UK and EU, combined with the use of inaccurate and outdated CPV categorisation, makes it impossible for businesses to identify and review every relevant opportunity.

Our range of solutions have been designed to unlock the public sector marketplace for your business:

- **Access every contracting opportunity** from a single, reliable source.
- **Receive personalised tender notifications** whenever opportunities matching your business profile are published.
- **Analyse the market** with our powerful tools, allowing you to better understand buyers and your competitors.
- **Elevate your bid writing skills** with our comprehensive training courses, ensuring your proposals stand out.
- **Access support from our consultants** whenever you need some extra help with your tenders.



What can Tenders Direct offer you?

Feature	Function	Benefits	Learn more
Peer-Reviewed Notices	Ensures your alerts and search results provide the most accurate and relevant notices.	Avoid reviewing irrelevant opportunities and discover more tenders your business wants to bid for.	↗
Searchable Contract Database	Provides you with access to live and archived tenders from across the UK and EU.	Discover new opportunities and markets, with unlimited access to our full tender database.	↗
Tender Alerts	Ensures you are notified of every relevant opportunity for your business to work with the public sector.	Never miss a tender again - we operate the UK's most accurate and comprehensive tender alert service.	↗
Advance Tender Alerts	Provides you with up to 18 months' notice of expiring contracts.	Identify re-tendering opportunities months before any notices are published.	↗
Opportunity Manager	Streamlines your workflow by centralising your tendering activity within one tool.	Manage all your opportunities, deadlines, tasks, and communications in one place.	↗
Integrate (API)	Links Tenders Direct to a range of applications, allowing for seamless data exports.	Eliminate manual data entry with automatic information exports from our system to yours.	↗

Feature	Function	Benefits	Learn more
Saved Searches	Allows you to save search filter settings and create bespoke alert profiles.	Reduce workload by minimising administrative tasks and automating notice distribution between colleagues/ departments.	↗
Competitor Tracker	Provides you with unlimited access to contract award details for any business.	See how much work your competitors have won and learn about the contracts they are targeting.	↗
FOI Request Tool	Allows you to submit Freedom of Information (FOI) requests from expired notices and contract awards.	Send anonymous FOI requests directly to the relevant contact within the contracting authority, via our in-app tool.	↗
Bid Writing Training	Offers you a range of training options to help you find and win more work with the public sector.	Develop your bid writing and management skills through a range of lessons, practical exercises & group work.	↗
Tendering Consultancy	Eases your resourcing pressures by providing you with access to expert-led bid support services.	Request bid writing, tender management, and strategy development assistance whenever you need it.	↗
Knowledge Hub	Gives you access to free tendering guides, articles, market insights, webinars and more.	Boost your market knowledge, develop your bid writing skills, and submit tenders with confidence.	↗
30+ Years Of Expertise	Reinforces the quality of services you receive by drawing on three decades of procurement expertise.	Identify and win the right tenders for your business, by tapping into our 30+ years of experience.	↗

Tenders Direct Subscriptions

Choose one of our subscriptions for your business - Basic, Core, or Premium - to access the support you need to find and win more work with the public sector.

Each package includes unlimited alerts from the UK's most accurate tender alert service, as well as full access to our tender database and essential tools, helping to boost your success.

Subscriptions

Basic

£1,359 / 1 years

£2,518 / 2 years

Save £200

£3,627 / 3 years

Save £450

£4,836 / 4 years

Save £600

£5,795 / 5 years

Save £1,000

- ✓ 1 Saved Search
- ✓ Integrate Basic

Core

£2,044 / 1 years

£3,858 / 2 years

Save £230

£5,607 / 3 years

Save £525

£7,236 / 4 years

Save £940

£8,695 / 5 years

Save £1,525

- ✓ 5 Saved Searches
- ✓ Integrate Complete
- ✓ Advance Tender Alerts

Premium

£2,319 / 1 years

£4,408 / 2 years

Save £230

£6,432 / 3 years

Save £525

£8,336 / 4 years

Save £940

£10,070 / 5 years

Save £1,525

- ✓ 100 Saved Searches
- ✓ Integrate Complete
- ✓ Advance Tender Alerts
- ✓ Competitor Tracker

All Subscriptions Include



The Tenders Direct Guarantee

As the provider of the UK's most accurate tender alert service, we can uniquely guarantee that our subscribers will never miss a tender.



Dedicated Account Management

Your Account Manager will help you set-up your subscription and provide ongoing product assistance whenever you need it.



Customisable Product

You can change alert frequencies, modify your alert categories, create saved searches, and personalise your bid management processes.



Unlimited Users

No matter how big your business is, you can give all your colleagues access to your Tenders Direct subscription.



Personalised Tender Alerts



Searchable Database of live & expired notices



Bid Management Tools



Freedom of Information Requests



Discounted Bid Training & Consultancy



Notice Export API

Tender Sourcing

Access our complete database of live and historic tenders.

Receive personalised alerts for relevant tenders and re-tendering opportunities.

Peer-Reviewed Notices



Powers all
subscriptions

Gain access to the most comprehensive & reliable tendering information with Tenders Direct.

We rely on humans, not algorithms, to source, review and categorise every public procurement notice in our system.

This Peer-Review Process eliminates irrelevant tenders from your search results, and helps you discover opportunities you would otherwise miss.

The Peer-Review Process

Tender Sourcing

We scour 500+ sources to find Non-Aggregated Tenders (NATs), unregulated opportunities, and notices other services cannot access.

Tender Reading

Our team reads every notice from the UK and Ireland to identify all relevant requirements, so we can match opportunities to your business.

Keyword Assigning

While buyers assign notices with CPV codes, which are known to be outdated and inaccurate, we use our own keywords to ensure you never miss a tender.

Searchable Contract Database



Search for and access every tender in the UK, Ireland and OJEU in one place.

Use this feature to assess your tendering strategy, explore new markets, and conduct research.

With daily updates, and over 10 years of historical data, your subscription gives you unlimited access to the UK's most accurate source of tendering intelligence.

By reviewing the requirements of every tender from the UK and Ireland, and assigning them with precise industry keywords, we ensure your search results perfectly match your queries.

Available with all subscriptions

Included in our 7-day trial

Search Filters

Threshold

Below-threshold, Public Contracts & Unregulated Contracts

Notice type

Prior information notices, Contract notices, Contract Award Notices

Location

England, Scotland, Wales, Northern Ireland, Europe, Republic of Ireland

Categories

Include ANY category – even those excluded from your regular profile

Contract Types

Filter to only show Framework Agreements and Dynamic Procurements

Keyword(s)

Include and/or exclude Authority, Product, Town, Service, etc. keywords

Receive Accurate Results

Every notice from the UK and Ireland is reviewed and tagged with industry keywords to make your searches effortless.

Find Ongoing Opportunities

Option to search for Dynamic Procurements and ongoing Frameworks, allowing you to prepare for when they reopen to new suppliers.

Conduct Market Research

Use expired and live notices to review industry requirements, research new markets, and assess your tendering strategy.

Tender Alerts



Receive personalised email alerts for tenders your business can bid for.

We check over 500 tender sources daily for new tenders and review every result, so we can alert you to opportunities that match your business.

We review the requirements of every UK & Irish tender we find and then, if notices contain work that matches your business profile, we send you tender alerts.

This service eliminates your need to do time-consuming tender searches, provides your business with greater market visibility, and offers prompt notification of new contracting opportunities.

Available with all subscriptions

Included in our 7-day trial

Every type of tender

We provide you with visibility of ALL Public Contracts and Below Threshold opportunities from across the UK & Ireland.

Personalised alerts

Because we review every UK & Irish notice, you can rest assured that when you receive an alert - we have verified its relevance for you.

Customisable profile

You can update your preferences at any time - allowing you to change the types of opportunities you see, and how often you receive alerts.

Unique category system

Our industry keywords are reviewed regularly, allowing us to accurately categorise tenders and match them to your specific business requirements.

Unrivalled accuracy

Unlike other alert services, we do not rely on CPV codes to categorise notices, making us the UK's most accurate tender alert service.

UK, Irish & OJEU alerts

All our subscriptions provide you with alerts for tenders from the UK and Ireland, as well as EU opportunities published in the OJEU.

Advance Tender Alerts



Stay ahead of the competition with up to 18 months' notice of expiring contracts.

Use these alerts as signals for possible re-tendering opportunities months before any notices are published.

With over 10 years of historical data, we track every contract expiration date, giving you access to the largest pool of prospects. This insight helps you to build stronger pipelines, plan resources, and approach buyers before your rivals.

The extra preparation time allows you to research recurring opportunities, understand buyer requirements, and explore partnerships or joint bids - maximising your chances of success.

Available with our **Core & Premium** Subscription

Personalised alerts

Because we review every UK & Irish notice, you can rest assured that when you receive an alert - we have verified its relevance for you.

Extra preparation time

Typically you have 30 days to bid for tenders, but this feature gives your business up to 18 months added bid preparation time.

Full contract details

Your alerts give you access to all the essential information, including contracting authority, requirements, expiration date and more.

Better renewal estimations

These alerts rely on contract end dates, rather than Contract Award Notices, to give you a more accurate view of upcoming opportunities.

Customisable alerts

You can personalise the frequency of your alerts, along with as much advance notice as you require - 3, 6, 9, 12 or 18 months.

Seize the advantage

By using the original suppliers' provision as a benchmark, you can prepare realistically competitive proposals to win contracts.

Tender Management

Effortlessly track & coordinate your tenders with our bid management tools.

Optimise your workflow with our API and segmentation solutions.

Opportunity Manager



Manage your tenders, bid team and deadlines within Tenders Direct.

Use Opportunity Manager to maintain full situational awareness of your opportunity portfolio.

Opportunity Manager is a purpose-built bid management tool, offering everything you need to plan, prepare, and coordinate bids. It can be used for opportunities from both the public and private sectors.

With the click of a button, you can add tenders to your opportunity pipeline, rather than having to manually add details into another system.

Available with all subscriptions

Included in our 7-day trial

Manage opportunities

Add, monitor and progress your tender opportunities through every stage of the tendering process – from early engagement to final checks.

Track progress

All tasks and deadlines can be accessed via the customisable homepage, ensuring you never miss tasks or deadlines.

Improve processes

With the bid-specific workspaces you can easily review your performance, identify inefficiencies, and improve your tendering processes.

Assign tasks

With unlimited users, you can assign tasks to anyone in your business and manage all your tendering activity from just one portal.

Centralised information

Provide your team with a single location to share information, upload documents and access bid specific resources.

Custom projects

You are not restricted to managing Tenders Direct opportunities, you can create projects for private sector tenders and other activities.

Integrate (API)



Build pipelines, increase collaboration and improve efficiency with Integrate.

Integrate is an API (application programming interface) allowing you to effortlessly export tenders to a range of applications.

Linking other applications to Tenders Direct lets you export notice details with the click of a button. This feature eliminates time-consuming administration, data entry errors, and inefficient tendering processes.

Whether you use a messaging service for project communications, or a CRM to coordinate bids, Integrate streamlines your processes.

Integrate Basic

Available as standard with **all subscriptions**

- ✓ MS Teams
- ✓ Slack

Integrate Complete

Available with **Core and Premium subscriptions**

- ✓ Salesforce
- ✓ HubSpot
- ✓ Zapier
- ✓ MS Teams
- ✓ Slack
- ✓ monday.com

Export tenders with the click of a button

Save time by exporting tender details, individually or in batches, to your chosen applications.

Develop more efficient tendering processes

Use Integrate to support decision making, task allocation and monitoring tendering activity.

Choose the data you would like to export

You can customise your exports by mapping data to meet your unique preferences.

Saved Searches



Effortlessly monitor different markets and create user specific tender alerts.

However your business separates tendering opportunities, Saved Searches allows you to automate the process.

Use any combination of search filters to create unique profiles for different departments, services, locations, etc.

These profiles can then be used for both Saved Searches and Focused Alerts.

Search Filters

- ✓ Notice type
- ✓ Show only Frameworks or DPS
- ✓ Threshold
- ✓ Location
- ✓ Categories
- ✓ Include keyword(s)
- ✓ Exclude keyword(s)

Saved Searches

- ✓ **Effortlessly** run frequently used searches.
- ✓ Split notices into **bespoke segments** to match your business needs.
- ✓ **Create notice views** for different users or departments.

Focused Alerts

- ✓ **Receive standalone alerts** for priority/targeted opportunities.
- ✓ **Create bespoke alert profiles** for different users or departments.
- ✓ **Receive alerts** for new or alternative markets.

Market Research

In addition to full access to our tender database, you can also review the performance of other businesses, track your competitors, and capitalise on Freedom of Information requests.

Competitor Tracker



Review your competitors' market share and track their contract awards.

This feature helps you to assess the market, optimise your resources, and make informed decisions.

Through Competitor Tracker, you can search for any business and view their contract award history for the last 10 years. You will also receive notifications whenever the tracked businesses are announced as contract winners.

Reviewing your competitors' contract awards allows you to build a picture of their strategies, market share, and capabilities.

Available with our
Premium Subscription

Unrestricted searches

There are no limits on the number or types of businesses you can search for. You can look-up and analyse award records for any business.

Full coverage

We track contract award details for the UK, Ireland and OJEU, and record details of all winners within our database.

Stay informed

By reviewing your competitor's awards, you can stay updated on the latest trends, developments, and innovations.

Tracking alerts

Track an unlimited number of businesses and receive alerts as soon as your competitors are announced as contract award winners.

Market awareness

Knowing what share of the market you and your competitors own allows you to set benchmarks and objectives.

Review strategies

Assessing the opportunities similar business are targeting can help you review your strategies and enter new markets.

FOI Request Tool



Sometimes buyers do not publish all the information you are looking for.

Our Freedom of Information (FOI) feature lets you effortlessly request additional information from contracting authorities.

Users can send anonymous information requests directly from Expired Notices, Advance Tender Alerts, and Contract Award Notices (CANs).

This tool prepopulates an editable message to the relevant department within the contracting authority and includes a link to the original tender notice.

Available with all subscription plans

Included in our 7-day trial

The standard message includes requests for:

- ✓ Copies of successful tenders
- ✓ Final pricing of successful bidders
- ✓ Expiry date of awarded contracts
- ✓ Approximate renewal dates
- ✓ Number of bidders who submitted responses
- ✓ Name of all bidders who submitted responses
- ✓ Rank of all bidders who submitted responses

The public sector is obligated to make any non-confidential information available to anyone who requests it, within 20 days of the request

Tender Support

Everything you need to tender with confidence: expert-led training, bespoke consultancy services, and a range of free resources.

Bid Writing Training



No matter what your level of bid writing experience is, we have an online training course for you.

We are a CPD-accredited training provider, and all courses are taught by experienced bid writers.

Tenders Direct subscribers receive a 10% discount on all training courses.

Essentials of Public Sector Tendering

Whether you are new to bidding, or just need a confidence boost, this course gives you a strong foundation for future success.

£179 +VAT Tenders Direct Member
£199 +VAT Non-members

Crafting Winning Bids

This course will teach you how to identify buyer needs, plan your bids and write high-scoring proposals.

£179 +VAT Tenders Direct Member
£199 +VAT Non-members

Bid Response Excellence

Learn how to analyse complex requirements, design effective strategies, and manage bids end-to-end.

£179 +VAT Tenders Direct Member
£199 +VAT Non-members

Social Value in Bidding Masterclass

This course explores what Social Value is and how to use it as a key differentiator for your business.

£139 +VAT Tenders Direct Member
£159 +VAT Non-members

Bespoke Tender Writing & Bid Management Training

This option is aimed at teams of 4 or more people. We can create bespoke training to meet your specific requirements.

Visit our website
for availability and booking

Tendering Consultancy



You can rely on our team of consultants for support whenever you require bid writing or tender management assistance.

We offer a range of services and can support with proofreading, bid writing or resourcing support to help you complete your proposals on time.

Tenders Direct subscribers receive a 10% discount on all our consultancy services.

Bid review & editing

Increase your success rate by having our bid writing experts assess your bids before submission.

Bid writing

If you are struggling to create winning bids, our team can take on your bid writing activity for you.

Carbon Reduction Plan (CRP) development

Some tenders require a commitment to net zero emissions by 2050. Our Bid writing team can help you develop a formalised plan.

Tender strategy development

We can help you develop bid strategies by analysing past bids, reviewing your processes and implementing action plans.

Bid management support

Reduce your resourcing pressures with the support of our experts who can project manage your bids for you.

Tendering success plans

We can help you identify suitable contracts and create a structured plan to help you develop a high-scoring bid.

Visit our website
for availability and booking

Is the public sector right for you?

Discover how many contracts are available for your unique business needs, and if entering the market would benefit your business.

[Request Free Report](#)

How ready are you to tender?

Take our quick tender readiness test, and we will help you identify any gaps and weaknesses in your processes.

[Free Tender Readiness Check](#)

Is Tenders Direct the right fit for your business?

Request a demonstration, and discover how our solutions can help your business find and win more tenders.

[Book your Demo](#)

Knowledge Hub

Use our free tendering resources to improve your skills and market awareness.

Blogs

Access expert insights about tendering processes, procurement legislation, and bid writing - all in one place.

[Explore blogs](#)

On-demand Webinars

Join our tendering experts as they share their secrets to tendering success across a range of different topics.

[View webinars](#)

FAQs

Get answers to your burning tendering questions as well as links to relevant further reading.

[Get your answer](#)

Topic Hubs

Are there specific topics you wish to do a deep dive on? Our topic hubs are just the place for you.

[Discover new topics](#)

Tenders Direct



Your complete tendering solution

About us

Helping businesses find and win tenders since 1993.

Tenders Direct began as the vision of two passionate innovators, and has since blossomed into a team of over 50 experts. Our mission is to help businesses like yours find and win more public sector contracts.

We are proud to be the most accurate source of tender opportunities in the United Kingdom and Republic of Ireland. Our alerts cover everything from Find a Tender and OJEU notices, to Non-Aggregated Tenders (NATs) and Unregulated Tenders often missed by other sources.

In 1993, we pioneered our innovative Peer-Review Process, which is still in use and sets us apart from our competitors. This meticulous system ensures you receive the most relevant tenders, hand-picked to match your unique business needs.

Effortless Setup & Support

Get started quickly with dedicated account management and personalised alerts.

30+ Years of Expertise

We've connected businesses to public sector contracts for decades, using the industry's most accurate process.

Win More Bids

Our team understands your tendering challenges and can offer training or support to help you succeed.

Free Resources & Insights

Gain valuable knowledge through our blogs, webinars, and guides.

Trusted by Governments

Our systems power several public sector procurement platforms, and we leverage our deep market knowledge to benefit our customers.

Case Studies

Corstorphine & Wright

“We have had the highest quality score on all bids Tenders Direct supported us on, except one where we were 0.65% behind the highest scoring bid. This has changed how we tackle tenders, using what we have learned to improve our approach to bidding.”

How we helped

- **Overall improvement** to the quality scores awarded to their bids
- **Winning more public sector work**, including a £1m Modular Use Hubs tender
- **Improving their internal tendering capability**, thanks to the guidance received from our consultants

[View case study](#)

MED^EQUIP

“I can say that, in the last 10 years (my time with our BD Department), we have never missed a tendering opportunity and have, on occasion, been made aware of opportunities that we otherwise might not have considered.”

How we helped

- **Saving time & money** by finding the most suitable tenders for their business
- **Tracking & monitoring** their opportunities using our intuitive dashboard
- **Gaining insights** into their competitors' activities and strategies using the Competitor Tracker
- **Staying updated on the latest and upcoming** opportunities using the Advanced Tender Alerts

[View case study](#)

What our customers say



*"We have used Tenders Direct for years now and **would have missed numerous opportunities without it.** Vicki has always been extremely helpful."*

- Johnathan



*"Barry Hickey was very helpful in showing us the process for tenders direct, without even touching the sides of this platform **we have won 2x projects already.**"*

- Nathan



*"We've worked with Leanne for several years and during that time have created filters to ensure we don't miss anything. It took some time to refine these based on the daily tender feed emails but it was worth it. **We now avoid trawling through numerous tender portals.**"*

- Nick



*"**I use Tenders Direct on a daily basis,** and I love how easy it is to connect with our CRM. Karina is always very quick and prompt when responding to our queries and is always happy to provide support."*

- Ash



*"The course was informative and the tutor engaging. There were several breaks and ample opportunity to interact with other delegates. **I would highly recommend this course.**"*

- Hilary



***Really great course** - split up into very manageable times over two days. Insightful and definitely the right place to start when learning how to write bids properly.*

- Michael

[Read more reviews](#)

Rated **Excellent**  Trustpilot

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