

Grow and expand your business through tenders

By Werner van Rooyen, Director of HowToTender (Pty) Ltd which specializes in tender consulting and tender training.

So, you have started your business and you have survived the crucial first two years. Everything is going well in your business; you can finally afford to take a holiday and you do not have to workday and night to make ends meet.

But your profits start to stagnate, so how do you increase your profits? One sure way to increase your bottom line is to cut back on expenses. But what if you have already cut your expenses to the bone? Where do get that extra income? The answer? Expand your business.

There are many ways that you can expand your business. For example, you can diversify your products, or you can open another branch, or, even better, you can go into the world of bidding for tenders.

Tenders, or the winning of tenders, is a guaranteed method to expand your business. Government is the largest procurer of goods and services in South Africa. By Government I mean all governmental departments, municipalities, state owned companies and parastatals such as Eskom and Telkom. All these entities must procure goods and services and most of the goods and services that they procure are through a tender process. This means that everyday there are a vast number of tenders available from which business owners can pick and choose.

To learn more about this and many other tender conditions attend our “Become a Tender Expert” 2-Day workshops presented in Johannesburg, Pretoria, Durban, Port Elizabeth, and Cape Town. Book and pay online at <https://howtotender.co.za/tender-expert-form/>

Contact us at estelle@howtotender.co.za should you require more information.

You can also purchase a Tender Manual (Handbook) on our website <https://howtotender.co.za/> which is a step by step guide how to respond to a South African Tender. It includes examples of completed SBD forms.