

Offer for Members of the Danish ICT Industry Association (IT-Branchen)

2022



FORTEM

Bringing companies and the public sector together.



Background and Aim

As the leading trade association in Denmark, IT-Branchen sets a strong agenda in a time characterized by the post-covid-situation.

The public market requires special attention, as there from the ruling party is a political desire to limit the use of consultants in the public sector. This, together with new tendencies e.g., sustainability, SDGs and new opportunities on public procurement provides needs for a new and more dynamic access to the public market and tenders.

IT-Branchen and FORTEM will help and equip both experienced and new companies in public tenders and procurement, to achieve a solid and effective foundation to win contracts with public authorities.



We are specialists in...

- Counseling on public procurements and tenders in Denmark and the Nordic countries
- Bid Management
- Competence development of Bid teams and departments and for Bid Managers.



Services for the members of IT-Branchen

We create a versatile Bid package for the members of IT-Branchen, that includes:

- **Bid Management** – FORTEM takes responsibility for your offer on public tenders. We handle project management, strategy and bid writing and make sure, that all tender documents are read and understood, so the offer is conditional and scores high in the evaluation.
- **Stronger position in the public market** – Based on previous tender material, best practices, and your DNA, we make companies ready to win contracts in the public sector. We take responsibility for the strategy thus you will be ready for relevant tenders. In addition, we prepare quality descriptions, that can be used again and again and will save your time, once the tenders are announced.
- **Concept descriptions** – FORTEM prepares concept descriptions for public tenders and for marketing purposes, including CSR policies, Quality Management descriptions, approach to task solutions, etc. We take responsibility for implementing the concepts in the company.
- **Direct and free hotline for the members of IT-Branchen** with counseling on public tenders. Members can call +45 30 29 42 00 with questions about e.g., tender conditions, evaluation, offers, or assistance in formulating questions before they are sent to the contracting authority.

Attractive membership offers and discounts

- Hourly rate for non-members is 1,360 DKK. excl. VAT.
15% discount on the hourly rate for IT-Branchen members.
- Preparation of concept descriptions to be used in public tender material, e.g.:
 - Quality Management system – 34,500 DKK. excl. VAT.
 - Sustainability plan – 26,000 DKK. excl. VAT.
- SME packages on current offers – Fixed guaranteed prices with fixed remuneration and corresponding bonus upon allocation.

”” FORTEM has been a great catalysator to organize the way we interpret the requirements of the customer. We receive support to create a structure, that leads the customer through a response to the requirements and shows that the described solution is targeted at the requirements and the situation of the customer”.

””
– Member of IT-Branchen

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