SAMAGRA SYSTEMS

BID STRATEGY · COMMERCIAL & PROGRAMME ADVISORY
LEVEL 1 B-BBEE

Senior leadership for the bids, deals and programmes that shape your growth.

30 years of enterprise transformation, enterprise technology and fintech leadership, applied to the two moments that matter most: winning high-value work, and building the commercial engine and programmes that deliver it.

30 yrs	100%	Zero
enterprise transformation, technology and fintech	on-time bid submissions	disqualifications

WIN HIGH-VALUE WORK

Bid strategy & management

Bid/no-bid & win strategy. Fit against the scoring criteria, risks, win themes and a bid plan, in two working days.

Evaluator review. Your draft scored the way the panel would score it, with a prioritised fix list.

Bid management. A senior bid director leads your team from kick-off to a compliant, scoring submission.

Bid desk. Ongoing bid leadership for companies that bid every month.

Public and corporate tenders and RFPs, on contracts from R5m.

BUILD THE ENGINE THAT DELIVERS

Commercial & programme advisory

Fractional commercial leadership. Sales strategy, targets and pipeline, CRM and sales operations, key accounts, pricing and partner contracts.

Programme direction. Setting up, steering or rescuing transformation programmes and PMOs.

Strategy sounding board. Independent, senior counsel for founders and leadership teams on commercial strategy, key decisions and growing the team, much like a non-executive director.

For scaling leadership teams in technology, fintech and services.

TRACK RECORD

Accenture South Africa: built and led the national bid-support function; 40 proposals in its first eight weeks.

Eskom: co-authored the winning 600+ page SAP upgrade proposal in two weeks.

Anglo American: solution charter and pricing for a global supply-chain programme, won.

Public Investment Corporation and Botswana Railways: complex RFP, EOI and RFI responses.

Ozow: Chief Commercial Officer at a high-growth South African fintech.

Peach Payments: Head of Sales, building the team, pipeline and partner channels.

African Bank: set up the programme management office.

Accenture and SANBS: SAP ERP delivery leadership; national MIS and enterprise data warehouse.

HOW WE WORK

Senior-led
The person you meet is the person who does the work.

Fixed fees
Clear scope and price before work starts. Rate card on request.

Evidence first
Your data first; AI speeds the analysis, never the judgement.

A tender, pricing decision or programme to steer?

Book a 30-minute conversation, or share a tender in two minutes at **samagrasystems.com/tender**.

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