

David Haslewood – Bid Director

Following 10 years exemplary service as a British Army Officer, David established himself as a leading Bid and Capture Management professional with a proven track record of delivering business growth by maximising client organisations' competitive advantage throughout the sales and bidding process.



With extensive experience in the Healthcare sector, David's bid portfolio includes managing and writing bids with total contract values of between £100K and £150 million. Uniquely, he has also been able to harness his knowledge and experience in bidding to lead organisations in driving improvements across commissioning and procurement services.

HealthBid

David co-founded HealthBid in February 2015 to support organisations in winning contracts in the healthcare sector by maximising competitive advantage through the sales and bidding process in an efficient and cost effective way.



Unlike other Bid Management consultancies we only operate in the health & social care sector. Fundamentally we utilise our 'Bid Engine' to provide the perfect blend of Bid Manager, Bid Writers, strategic sales experts, finance, and solution design specialists to offer client's flexible capacity with the ability to manage multiple concurrent highly complex bid processes that go well beyond simple bid writing. Most importantly, Bid Engine combines all of the benefits of outsourcing with the control and cost effectiveness of traditional insourcing.

Collectively, the HealthBid team has delivered over 500 bids into the NHS and Local Authorities achieving a cumulative win rate of 82% to secure hundreds of millions of pounds of awarded revenue for our clients. These include Acute, Mental Health, and Community NHS Trusts, as well as CCGs, Primary Care organisations, and a broad range of independent and third sector providers.

Most recently, HealthBid were engaged by the NHS Collaborative Procurement Partnership (NHSCPP) in pursuit of Clinical Category Towers associated with the Future Operating Model (FOM). NHSCPP is a Limited Liability Partnership borne out of collaboration between the East of England NHS Collaborative Hub (EOECPH), London Procurement Partnership (LPP), NHS Commercial Solutions (NHSCS) and the North of England Commercial Procurement Collaborative (NOECPC).

Our support resulted in NHSCPP being named as preferred bidder for the maximum award of three Lots.

Keith Rowley, Managing Director of the NHS NOECPC said, "I have no doubt that the support of HealthBid helped us to maximise our competitive advantage during this bid process and as such, I would undoubtedly recommend their services to other NHS organisations."