



Achieve your Sales Targets with CSK Live Deal/Proposal Support



Your Goals?

- Win strategically important deals
- Bridge missing proposal resources
- Professional proposals that actually win deals
- Or simply: Achieving your sales targets!

Your Choice

Tailored Proposal Support: Choose what you need to win your deals!

We provide on-site assistance as proposal co-managers and help you to develop a winning proposal. Experienced, APMP certified CSK bid/proposal managers provide active support throughout the entire bid process, from RFP analysis to final submission and beyond. We assist you with programme management, production and logistics support, leveraging our BidMaster™ approach.

Your proposal resources will also acquire new skills and tools, enabling the team to apply them in the next bid themselves.

Selective Support:



Depending on your specific needs, for example:

- Manage your proposal team
- Development of winning proposal text
- Produce attractive bid documents!

Full-Service Support:



Full-Service

Bid Management:

- RFP analysis
- Bid planning and co-ordination
- Team management
- Kick-off preparation
- Bid strategy development and "storyline development"
- Development of winning proposal text
- Writing the Executive Summary
- Producing attractive bid documents (formatting, packaging, printing etc.)
- Lessons Learnt Review
- Further services on request

Facts and Figures

- Our win rate is >78%.
- Over 90% of our customers have come back to us to hire us for a 2nd assignment.
- Through live deal support, CSK have helped customers to win deals worth over EUR 60 bn (~GBP 52 bn).
- We serve most industries:
IT, Telecom, Defence, Transport, Consulting, Utilities, Infrastructure, Engineering etc.

The Result: Sales Success

Successful Proposals



Higher Win Rate



More Revenue



What our customers say

“With CSK’s support, we were able to produce our best proposal for a long time. The structured method helped us to develop the right strategy, to formulate convincing key messages, to present the content properly and to submit a top-class proposal document.”

Kurt Fischbacher, Sales Manager Large Accounts,
Global Supplier of Printing Solutions, Zurich

“CSK’s contribution to produce the two world-class bids was extra-ordinary, both in terms of the bid preparation procedures and work control and in terms of the quality of the final result. [...] CSK clearly have exceeded our expectations.”

Leandro Fernandes, G9 SA Telecomunicações SA, Portugal

They chose CSK



Contact us

Headquarters (Switzerland):

CSK Management GmbH
Seestrasse 235
CH-8704 Herrliberg
tel +41 (0)44 793 37 12

info@cskmanagement.com
www.cskmanagement.com

In Germany:

Gießen Office:
Winchesterstraße 2
D-35394 Gießen
tel +49(0)641 9484 6464

info@cskmanagement.de
www.cskmanagement.de

Munich Office
Leopoldstraße 244
80807 München
tel +49 (0)89-20 80 39 - 285

info@cskmanagement.de
www.cskmanagement.de

In the UK:

CSK Management UK Ltd
62 Westmount Close
Worcester Park KT4 8FL
tel +44 (0)7702 782 671

Info.uk@cskmanagement.co.uk
www.cskmanagement.co.uk