



# Bids, Tenders and Proposals: Winning Business Through Best Practice

*By Harold Lewis*

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A practical guide to winning contracts and funding, this fully updated fifth edition covers the new 2015 EU regulations for bids, proposals, and tenders. The book includes a new chapter on bidding for public (government) sector contracts in Britain, the rest of Europe, and international markets, as well as current information resources for contract resources, electronic tendering, and bidding for research/grant funding, with additional templates available online.

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About the Author

**Harold Lewis** is a writer, editor and independent consultant and has worked with businesses of all kinds and with private and public sector clients. Having written over 300 successful bids and proposals, he is a leading authority on developing and writing competitive tenders.

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