



23 May 2023

## **Business Success with Expert Proposal Services**

Dear Sir/Madam

I am writing this reference letter to endorse nFold and their exceptional public sector tender services provided to Primedia. Their services include proposal writing, compliance support, and day-to-day public sector tender support. As Head of Public Sector at Primedia, I have witnessed firsthand the benefits our organisation has gained from nFold's expertise. I am confident in recommending their services to others.

At Primedia, our Public Sector team focuses on all government entities and departments to help communicate key government messaging and celebrate meaningful moments in our history. nFold, as subject matter experts, has been crucial in our approach to government bids. Since the beginning of our partnership in 2022, we have improved our approach to writing proposals resulting in a significant growth in return on investment.

Our clients constantly provide feedback on the quality of our work and the effort put into our responses. This satisfaction and excitement can be attributed to nFold's dedication and professionalism. Through nFold, we have become more proactive in dealing with government opportunities, enabling us to plan specific events that align with our clients' objectives and the National Development Plan (NDP) 2030 vision of a fair, equal, and prosperous South Africa.

Working with nFold has allowed us to stay ahead of our competitors regarding industry changes and regulations, thanks to their informative guidance, industry analysis, and close alignment with the Association of Proposal Management Professionals (APMP).

In conclusion, nFold's support has been instrumental in helping Primedia navigate the complex world of public sector tendering. Their expertise, professionalism, and commitment to our success have significantly impacted our ability to secure public-sector contracts. I wholeheartedly recommend nFold.

Please feel free to contact me if you require further information or clarification.

Sincerely,

**Tsatsi Rankapole**  
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