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To Whom It May Concern,

It is with great pleasure that I recommend nFold for their exceptional bid and proposal management services.

At Siemens Healthcare (Pty) Ltd, we were facing the challenge of optimising our bid management processes and enhancing collaboration across the cross-functional teams involved in the bidding process. Our goal was to improve our chances of winning business, and nFold proved to be the ideal partner in helping us achieve this.

We chose nFold based on their knowledge, industry experience, and APMP credentials, which gave us confidence that they could deliver the solutions we needed. They provided a clear, compelling solution that addressed our challenges and demonstrated their ability to deliver results.

nFold began by conducting a comprehensive benchmarking report, comparing our bid and proposal management processes against industry best practices. This analysis identified critical areas for improvement, allowing us to focus on specific gaps and make targeted changes. Their structured approach to problem-solving enabled us to engage stakeholders at all levels, including executive management, and secure the necessary buy-in to move forward.

The tailored solutions provided by nFold were invaluable. Rather than offering generic advice, they took the time to fully understand our situation before proposing actions. Their team was not only professional and knowledgeable but also exceptionally helpful and passionate about bid and proposal management. This dedication was reflected in their ongoing support, particularly through follow-up calls to ensure our progress and willingness to provide additional assistance when needed.

I would highly recommend nFold to any organisation facing similar challenges in managing their bid and proposal functions. Whether you are looking to improve an existing process or establish a new function, nFold's expertise can help you build an efficient system that supports both your sales and business objectives.

Sincerely,

Teele Mapetla

Offer To Order Country Lead

Siemens Healthcare Proprietary Limited (Incorporated in South Africa)
Company Registration Number: 2015/038347/07
Registered Address: 300 Janadel Avenue, Halfway House 1685
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Chief Financial Officer: HS Pelsier
Director and Company Secretary : T. Monyemangene

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