



21 August 2024

Dear nFold Team,

I hope this letter finds you well. I am writing to express our sincere gratitude for the support you provided during our recent tender process.

The process of collating and submitting the necessary documentation for the tender was daunting, but your expertise and guidance brought us immense peace of mind. While we focused on developing the pricing and gathering supporting and compliance information, you took on the overwhelming task of crafting the content and organizing and submitting the documents. Your ability to streamline this process, ensuring every detail was addressed, was a tremendous relief.

One of the most significant challenges we've faced as a business has been narrating our story effectively. We have often struggled to articulate our value proposition succinctly. Your team played a crucial role in helping us distil our ideas and experiences into a cohesive narrative that truly reflects who we are. This process has not only given us a strong story to present but has also provided us with a clearer understanding of our own identity and offerings.

The collaborative approach you brought to the table—working closely with our team to refine the content—was incredibly valuable. Your ability to synthesise our input and shape it into a compelling and structured document was particularly impressive.

I also want to acknowledge the reassurance we felt throughout the process, knowing that we had a dedicated partner in nFold. Your consistent presence and commitment made us feel secure, even under tight deadlines. This experience has not only been beneficial for the tender at hand but has also equipped us with a solid foundation for future opportunities.

Looking ahead, we are excited about the potential to further refine and adapt the materials we developed together. We are eager to explore how we can leverage this work to approach other potential clients and participate in additional RFPs, and we look forward to doing this in a continued partnership with nFold.

Once again, thank you for your exceptional service and partnership. We look forward to continuing our collaboration and achieving even greater success together.

Mindfully,

Adrian Jacobs  
Founder