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success stories

Not so tough to get tender Greek SME wins bid for public procurement tender



Getting the right information about public procurement tenders in good time is often vital for companies, especially when the results can be immediate and lucrative. But when so much data is available it can seem like a Herculean task. KYKE HELLAS Managing Director Nikos Nikolaidis knew that his company did not have the resources in order to obtain such information, so he turned to his local Network office at the Federation of Industries of Northern Greece (FING) in order to take advantage of their specialised tender alert services.

Mr Nikolaidis explains: "We are a small company, with big expectations. We know that there are opportunities out there, but we don't always have the time or the staff in order to identify the best business ventures. Specialised information and support services like those provided by the Enterprise Europe Network have made all the difference to our company's performance during these difficult times."

The FING Network staff monitored and selected the public procurement tenders of potential interest to the client. Follow-up services were then provided in order to assist the company in checking the bid before it was submitted, so as to ensure the successful outcome.

As a result of the information and customised assistance provided by the FING Network staff, KYKE HELLAS was able to prepare and submit the business proposal, and successfully win the tender.

"When a small company can get such great results, we know that we're doing something right," comments FING Project Manager, Stella Politou.

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