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### Andrew Miller's *What's new in Business?* Volume 10, January 2009

The monthly electronic newsletter presented by ACM Consulting Inc.

**I hope that everyone had a happy and healthy holiday season!**

#### Three strategies for 2009

Tough economic times can sometimes be the best times to grow your business. Here are three things to consider for 2009:

**1. Expand your customer base** – offer new products or sell existing products to new markets. Look for complimentary products that you can offer customers and reposition existing products to new markets.

**2. Expand your talent base** – snatch up the resources that your competitors are letting go. With more people on the market, your options in the talent pool are greater, so look to shore up your strengths and supplement weaknesses with industry talent.

**3. Expand your investments** – purchase the new technology that you need to get to the next level and look at new equipment to streamline operations. There are deals to be made with suppliers.

#### What's new with supply chain?

**Running a successful bidding process** - In these times of uncertainty, it is imperative that you get the most value for your organization and much of that value can be gained through running an effective competitive bidding process. Here are the key steps to follow and the typical timelines for each to improve the effectiveness of your bid process. ***You can expect an effective bid process to take 3-4 months.***

<b>Complete bid document</b>	<b>4-6 weeks</b>
<ul style="list-style-type: none"><li>• Define objectives and detailed scope</li><li>• Identify evaluation criteria</li><li>• Document proposal guidelines</li></ul>	
<b>Post bid documents</b>	<b>3-6 weeks</b>
<b>Review bid responses</b>	<b>2-4 weeks</b>
<ul style="list-style-type: none"><li>• Ask clarification questions</li><li>• Supplier presentations</li></ul>	
<b>Select preferred bidder</b>	<b>2 weeks</b>
<ul style="list-style-type: none"><li>• Score responses based on evaluation criteria</li><li>• Compare pricing</li></ul>	
<b>Award business to preferred bidder</b>	<b>2 weeks</b>

By spending more time up front in the planning process and the development of the bid documentation, you will ensure a ***higher quality process, better responses from bidders and achieving better value for your organization.***

#### What's new with ACM Consulting?

- [Click here](#) to see Andrew's featured article in the November/December issue of Canadian Transportation and Logistics magazine
- Andrew Miller has gone **interactive** by partnering up with BrightTALK to do a series of webcasts called "Ways to improve your bottom line." Please join Andrew for these free webcasts. To see more information or to subscribe to these free webcasts, [click here](#).
  - "Influencing people" - Wednesday January 21, 11:00amEST
- **Execucasts** - [Click here](#) to check out our website for a series of free Executive podcasts. The series is called "Execucast" and the podcasts are 5-7 minutes in duration.
- View Andrew's **monthly blog** at [www.projecttimes.com](http://www.projecttimes.com)

#### Andrew's nugget

*Each month, Andrew Miller, President of ACM Consulting Inc. will provide a little nugget of advice to help with your business.*

#### A new year

2008 was a rough year for everyone financially, so think of 2009 as a fresh start. Do something different with your staff, commit to taking advantage of the opportunities that will present themselves in 2009. If nothing else, 2008 showed us that no company or individual is immune to economic turbulence, so find ways to thrive and be successful regardless of the circumstances around you.

*If you are interested in our services, or know someone that might benefit from working with us, please contact Andrew Miller at 416-817-1336 or visit our website at [www.acmconsulting.ca](http://www.acmconsulting.ca)*

Please feel free to forward this newsletter to anyone to whom it might be of value.