

Tenders, compliance, growth. One partner.

Six integrated areas of expertise, plus the technology layer that makes them measurable.

Tender Office

Sustainability & ESG

ISO Certifications

Subsidised Finance

Internationalization

WHAT WE DO

Not a vendor. An extension of your team.

The problem is not finding consultants — it is making them work together. We built a system where capabilities operate in coordination: they share data, they talk to each other, **they work toward the same goal**. The certification opens the tender, the tender funds the investment, the environmental data proves the compliance.

AREAS OF EXPERTISE

01

ENVIRONMENTAL CONSULTING · ESG**Sustainability & Environmental Transition**

Impact measurement, ESG reporting, circular economy and compliance with European environmental regulation.

02

ISO AND SECTOR CERTIFICATIONS**Certifications & Management Systems**

Design, implementation and maintenance of certified management systems and the qualifications the market requires.

03

TECHNICAL TENDER DESIGN**Public Tenders & Tender Office**

Tender document analysis, technical bid, pricing model and administrative paperwork. Also as a permanent tender office.

04

FUNDING AND INCENTIVES**Subsidised Finance & Grants**

Identifying funding opportunities, building the project and managing the process from application to final reporting.

05

FOREIGN MARKET ACCESS**Internationalization**

Structured market entry programs, with the Tokyo office as an operational bridge between Europe and Asia.

06

PROCESSES AND COMPLIANCE**Business Organisation & Digitalization**

Business start-up and restructuring, internal process optimisation and digitalization of document and operational workflows.

COMPLEMENTARY SERVICE

Technology & Software Development

The technology layer that makes the other services operational, measurable and documentable: platforms, automation, data collection and dashboards.

Your tender office. Without hiring one.

We analyse the tender documents, design and write the technical bid, build the pricing model and keep the administrative paperwork in order. For a single procedure, or as a permanent structure alongside your company.

7 Tender sectors covered from waste to social care	12 Procedures for one client in social care services alone	3 Consortia supported on transport and service tenders	2 Typical weeks of work on a mid-complexity procedure
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Bidding for a public contract is not writing a document: it is holding together hard deadlines, qualification requirements, tender documents running to hundreds of pages, e-procurement portals, administrative declarations, a pricing model that has to stand up, and a technical report that must score points against criteria written by someone else.

Companies that win consistently have one thing in common: **a dedicated structure** that watches the market, selects the right procedures and prepares the bid weeks in advance. Building that structure in-house is expensive; we provide it already trained, with real experience across seven different sectors.

We work both with single companies and with **consortia, stable consortia and temporary joint ventures**, where documentary complexity and coordination between parties are often the real bottleneck.

WAYS TO WORK TOGETHER

FORMAT 01

Outsourced tender office

We become your permanent tender structure: we monitor calls in your sectors, flag the procedures that match your qualifications and prepare bids throughout the year, with a single point of contact and a shared calendar.

FORMAT 02

Single procedure

There is a call you care about and you want to show up at your best. We take that tender from document analysis through to portal submission, working on your technical content and your cost structure.

FORMAT 03

Support for your team

You already have someone handling tenders, but you need help on a critical step: a technical area you do not cover, complex consortium paperwork, a review before submission.

From publication to submission

A typical path on a mid-complexity procedure. Timings vary with the size of the contract, but the sequence is always this one.

01**DAYS 1-2**

Reading and assessment

We read the call, the rules and the specifications and check the participation requirements. We tell you straight away whether the tender is within reach and where the risks are: if it is not worth it, better to know before investing two weeks.

02**DAYS 3-5**

Strategy and structure

We take the scoring grid apart and build the technical report index around the points. We decide where to concentrate effort, which improvements to offer and which bidding structure works best: alone, joint venture, consortium, subcontracting.

03**IN PARALLEL**

Gathering and checking requirements

We line up certifications, attestations, references, financial standing and declarations. This is where most tenders are lost: an expired document or an inconsistent declaration means exclusion, no matter how good the bid is.

04**DAYS 5-15**

Writing the technical bid

We write the technical report: service organisation, staffing and hours, vehicles and equipment, operating procedures, quality plan, control system, improvements and environmental sustainability. Every chapter answers a criterion, with verifiable evidence.

05**DAYS 12-18**

Pricing model

We build the financial bid and the cost justification: labour under the applicable agreements, materials, depreciation, overheads and margin. A discount that cannot survive an abnormally-low-bid check is wasted effort.

06**FINAL DAYS**

Upload and submission

We prepare the envelopes on the e-procurement platform, verify digital signatures, stamps and formats, and close with time to spare. After the award we stay available for clarifications, remedial procedures and service start-up.

Points are won on four fronts

01

Alignment with the criteria

The commission awards points against a precise grid. A beautiful report that ignores the criteria scores less than an orderly one that answers in sequence, with explicit references to every sub-criterion.

02

Verifiable specifics

Numbers, staffing hours, vehicles, response times, service indicators. Generic statements do not produce points: what can be measured and checked during delivery does.

03

Sustainable improvements

Improvement proposals only score if they are credible in the pricing model. We propose improvements the company can genuinely deliver, often tied to environmental and social criteria our other areas already cover.

04

Documentary consistency

Technical bid, pricing model, staffing and declarations must tell the same story. Inconsistencies between documents are the first handle for challenges and abnormality checks.

WHAT WE DELIVER

The documents our work produces

- Complete technical report, structured around the scoring criteria
- Organisational plan: staffing, hours, shifts and supervision
- Deployment plan for vehicles, equipment and materials
- Operating procedures, quality plan and control system
- Improvement proposals and environmental and social criteria
- Financial bid and analytical cost justification
- Administrative paperwork and bidding declarations
- Documentation for joint ventures, consortia and capacity reliance

Where we have already worked

Procedures handled for companies, consortia and cooperatives, across sectors that differ both in the nature of the service and in the type of contracting authority.

01	Urban hygiene and environmental management TECHNICAL TENDER DESIGN Collection, street cleaning and waste management services for municipal authorities in Lazio and Campania, with bids calibrated to very different local contexts.	Municipalities · Several procedures
02	Social care and residential services TECHNICAL TENDER DESIGN Twelve procedures for a single cooperative client: home care, day-centre management and residential social care facilities, each with dedicated organisational models and staffing plans.	12 procedures · Social cooperative
03	Sanitisation and disinfection TECHNICAL TENDER DESIGN Tenders for major contracting authorities in public transport and urban services, supporting consortia and stable consortia in building the bid and coordinating the member companies.	Public transport · Consortia
04	Green space maintenance and urban upkeep TECHNICAL TENDER DESIGN Green maintenance contracts for Rome municipal districts and for sites of historic and monumental importance, with specific constraints on working methods and tree heritage protection.	Districts · Monumental sites
05	Water cycle and wastewater treatment TECHNICAL TENDER DESIGN A procedure covering sewerage systems and water treatment for an integrated water service operator in northern Italy, with a bid heavy on plant engineering content.	Water utility · Northern Italy
06	Construction and building services TENDER DOCUMENTATION Preparation of administrative paperwork and qualification requirements for construction procedures, including support in extending the attestations needed to bid.	Construction firms · Qualifications
07	Consortia and joint ventures COORDINATION OF THE BID Managing paperwork and coordination between parties in aggregated structures: share allocation, declarations by executing members, consistency between the technical bid and the bidding structure.	JV · Consortia

ENVIRONMENTAL CONSULTING · ESG

Sustainability & Environmental Transition

We guide companies and organisations through the entire sustainability journey: measuring environmental impacts, ESG reporting, environmental product declarations, life-cycle assessment and circular economy. We translate European regulation into a concrete operational plan, with the data and documentation needed to prove it to clients, authorities and auditors.

■ **Impact analysis and data collection**

We map energy consumption, raw materials, packaging, waste, logistics and the supply chain. Together we define which data already exists, which has to be reconstructed and which needs measuring from now on, with a collection method your staff can maintain without doubling the administrative workload.

■ **Product environmental footprint**

We analyse the product life cycle, from raw material to end of life, and quantify impacts across the relevant categories. This is the basis for environmental product declarations and for environmental claims that must withstand third-party verification.

■ **ESG reporting and sustainability disclosures**

We build the sustainability report on the relevant European standards: scope, environmental, social and governance indicators, targets and comparison with previous years. The document is written to be read by those who assess it – clients, contracting authorities, lenders – not to be filed away.

■ **Circular economy and waste streams**

We identify waste streams that can qualify as by-products rather than waste, and write the operating procedures, acceptance criteria and records needed to support that qualification under inspection. The result is twofold: lower disposal costs and a genuinely reduced environmental impact.

ISO AND SECTOR CERTIFICATIONS

Certifications & Management Systems

We build and maintain certified management systems: quality, environment, educational organisations, gender equality, plus the sector technical standards for cleaning, sanitisation and pest management services. We handle the whole journey – gap analysis, drafting of procedures and records, internal training, support during audits – through to certificate issue and its maintenance.

■ **Gap analysis and certification plan**

We compare the current organisation against the requirements of the chosen standard and produce a precise list of what is missing: documents, roles, records, controls, competences. From there we build a realistic schedule through to the audit date, with the effort required from your staff spelled out week by week.

■ **Sector technical standards for services**

Cleaning and sanitisation services and pest management have specific technical standards defining requirements, staff competences and methods for measuring service quality. They are frequently required in tender documents: we implement them with the operational records that prove they are applied in the field.

■ **Quality and environmental management systems**

We design the management system for quality and for the environment: context and interested parties, risk and opportunity assessment, processes and indicators, document control, nonconformity management and continual improvement. Where a system already exists, we integrate rather than duplicate it.

■ **Gender equality and organisational systems**

Gender equality certification requires policies, measured indicators and a monitoring system, not a statement of intent. We build the documentation structure, define the indicators to track and accompany the company through to verification, including training for the people involved.

FUNDING AND INCENTIVES

Subsidised Finance & Grants

We constantly monitor grants and incentives available at regional, national and European level, and select the ones genuinely accessible to each company. We handle project design, the business plan, the application itself and final reporting, coordinating with the other areas to also fund certifications, sustainability investments and digitalization.

■ Targeted opportunity scouting

We continuously monitor grants and incentives at regional, national and European level and filter them against your company profile: size, activity code, territory, type of expenditure, entry requirements. You receive a short list of relevant opportunities, not a bulletin to read.

■ Project design and business plan

We write the project against the call's scoring grid: objectives, innovation content, environmental and employment impact, schedule, spending plan. Where required, we develop the business plan with financial projections consistent with the accounts and with the proposed investment.

■ Eligibility and value assessment

Before committing resources we check subjective and objective requirements, eligibility of costs, cumulation limits with other aid and subsequent obligations — asset retention, employment levels, use constraints. A grant that forces unsustainable choices is not a good grant.

■ Submission and application management

We handle completion on the e-government platforms, attachment collection, digital signatures and compliance with submission windows — which for some instruments close within minutes. We then follow the assessment, answering requests for clarification and integration.

FOREIGN MARKET ACCESS

Internationalization

We build the path into a new market: country analysis and selection, positioning against local competitors, partner and distributor scouting, product and documentation adaptation, corporate and commercial set-up. With our Tokyo office we support Italian companies moving into Asia and Asian companies entering Europe in a compliant, credible way.

■ Market analysis and selection

We assess candidate countries on demand size, local competition, regulatory barriers, entry costs and available distribution channels. The aim is to concentrate resources on one or two markets where the company can genuinely compete, rather than spreading them across ten trade fairs a year.

■ Partner scouting and selection

We identify distributors, agents, importers or industrial partners, vet them on solidity and client portfolio, and manage first contacts. Selection is the most delicate step of the whole journey: the wrong partner does not just waste time, it occupies the market and makes restarting hard.

■ Positioning and value proposition

What works in Italy rarely works unchanged elsewhere. We redefine positioning against local competitors, adapt pricing and offer structure to local buying habits, and identify the selling arguments that actually land in that market.

■ Regulatory and documentation adaptation

Every market imposes requirements on labelling, packaging, safety, substances, markings and technical documentation. We check what the destination country needs and prepare the documentation, drawing on our environment and certifications areas when the adaptation touches the product or the management system.

PROCESSES AND COMPLIANCE

Business Organisation & Digitalization

We support companies through the moments when the organisation has to change: launching or restructuring the business, dealing with public bodies, redesigning internal processes and digitalizing document workflows. This is the foundation the other areas rest on: without orderly processes and traceable data you cannot pass an audit, win a tender or report on a grant.

■ **Start-up and restructuring**

We support opening a new business or restructuring an existing one: legal form, obligations towards public bodies, permits and registrations needed to operate in the sector. We deal directly with the relevant administrations to cut the time the owner has to spend on bureaucracy.

■ **Redesign and operating procedures**

We redesign the processes that generate the most friction, define responsibilities and control points, and write operating procedures that the people applying them can understand. Where the company has or wants a certified management system, procedures are built consistent with the standard from the outset.

■ **Mapping internal processes**

We reconstruct the real flows — not the declared ones — through interviews and direct observation: who receives a request, who works on it, where it stalls, which information is missing and where work is duplicated. The result is a shared map that makes bottlenecks visible before any intervention.

■ **Digitalizing document flows**

We move the documents the company produces and receives into digital form, with filing criteria, versioning, access permissions and retention. The concrete goal: any document requested by an authority, an auditor or a contracting body can be found in under a minute, in the right version.

COMPLEMENTARY TO EVERY AREA · COMPLEMENTARY SERVICE

Technology & Software Development

Software development is not standalone consulting: it is what makes everything else repeatable and provable. We design and build the tools our live projects need — deadline trackers for tenders and grants, document repositories for management systems, environmental data collection and validation, multilingual platforms and digital channels for foreign markets — with constant attention to efficiency: fewer resources consumed means lower costs and a smaller environmental footprint.

■ **Deadline trackers and tender archives**

Tools that keep open procedures, interim deadlines, expiring qualifications and bidding paperwork under control. The value is not aesthetic: it is not losing a tender because an attestation expired three days before submission, or a declaration sat in someone else's inbox.

■ **Document management for certified systems**

Archives where procedures, instructions, records and revisions are tracked with date, author and approval status. At audit, the difference between a calm verification and a difficult day almost always lies in being able to produce the right document in the right version.

■ **Environmental data collection and dashboards**

Systems to gather consumption, materials, waste and supply data from different sources, check consistency and present them as readable indicators. Reporting stops being an extraordinary annual project and becomes a continuous read, available whenever a client or a commission asks.

■ **Platforms and channels for foreign markets**

Multilingual websites, portals and e-commerce built on a single foundation and adapted per country, integrated with payments, logistics and company systems. Adding a market becomes a configuration, not a new project from scratch.

From first contact to measurable results.

01

Analysis

We listen to your business and capture the real picture: processes, regulatory obligations, deadlines and open opportunities.

02

Strategy

We define a tailored plan integrating the capabilities you need – tenders, environmental compliance, certifications, funding, markets.

03

Implementation

We work alongside your team on execution, managing documentation, risks, timelines and coordination across areas.

04

Results

We track the agreed KPIs, refine the path as we go and maintain what has been achieved over time.

SECTORS

The sectors we work in every day

Urban hygiene and environmental management

Social care and residential services

Sanitisation, disinfection and pest management

Green space maintenance and urban upkeep

Construction, fixtures and building services

Water cycle and wastewater treatment

Manufacturing and product industries

Educational and cultural organisations

Got an open call? Send us the reference.

Send us the link or reference of the procedure: we read the documents and tell you, with no obligation, whether it is worth bidding and what it takes to be competitive.

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Free first consultation, 60 minutes, in Rome or by video call.