SBS Ltd
Strategy • Systems • Success

BUSINESS SOLUTIONS

Quote-to-Win Review

A focused review to improve your quotation success rate, win more profitable business and maximise sales opportunities.



The challenge

You invest time and resource in preparing quotations, but too many do not convert to orders. It can be unclear why you lose, and there is often no consistent follow-up process.

How SBS helps

SBS provides an independent, expert review of your quotation process, conversion performance and win–loss factors, identifying practical improvements to increase your success rate and the value of work you win.

Key benefits

- A higher and more consistent win rate
- More profitable sales and better use of sales resources
- A clear, prioritised plan to improve quotation performance

How SBS works

A structured, three-stage approach that turns analysis into practical results.

Evidence → Decision → Action

Focused Review — £1,250

FIXED FEE · DEFINED SCOPE

Agreed review boundary

One sales team or product line; up to 30 quotations in one client-prepared export.

Included deliverables

Conversion findings, top three improvements and a 30-minute management read-out.

Comprehensive Review

FIXED QUOTATION TO SCOPE

Expanded investigation

Multiple teams or product lines, broader win/loss review, interviews and a detailed conversion playbook.

Before work begins

Agree scope, deliverables, timing and fixed fee in writing.

SBS consultancy only • Technical implementation separately scoped and quoted by specialist partners.

Take the next step

Arrange a confidential discussion with SBS to explore how a Quote-to-Win Review can help you win more profitable business.