Growth Workflows

Bid teams spend weeks on tenders they were never going to win, and account teams find out about churn when the notice arrives. We build tools that learn from your own history and put a clear shortlist in front of your team every week.

The chores

- Bid teams chase every tender because there is no fast way to judge fit.
- Pricing and scope decisions rely on memory rather than past results.
- At-risk customers are only spotted once they have already decided to leave.

What we build

Bid scoring. Scores incoming tenders against your past wins and losses, capacity and margin, so you bid on the right work.

Bid drafting support. Pulls relevant past answers, case studies and pricing into a first draft your team can refine.

Churn signals. Flags customers showing early signs of leaving, with the reasons, so account teams can act in time.

The PAVR Method

P
Pinpoint
Weeks 1 to 2
Pinpoint which bids you win, which you lose and which customers are at risk.

A
Automate
Weeks 2 to 6
Build bid scoring and churn signals on your CRM and past tenders.

V
Validate
Weeks 6 to 8
Back-test against last year's bids and renewals before anyone relies on it.

R
Run
Ongoing
A weekly bid shortlist and churn alerts arrive in the tools your team uses.

Outcome: More wins on the bids you choose, and fewer surprise customer losses.

Measured by

Bid win rate and revenue retained

Why PAVRtech

Industry experts who have run the operation, paired with engineers who built AI at Google, Snapchat and Monzo. A working prototype before you commit.

Start with a Pinpoint Sprint: two weeks, fixed fee, credited in full against the build.

pavrtech.com/contact · hello@pavrtech.com