

# In this issue of Tender Talk:



After publishing over 31,000 public tenders in FY22, a new financial year is now upon us!

We have recently launched [new Notification Subscription Plans](#), that feature simple usage tiers, with more inclusions and flexible payment options.

We have also grown our team and would like to welcome the following people:

## **Client Service Executives**

Sadonie James

Dorothy Turner

Greer Baylis

Tawny Smith

Shabreena Zanisha

## **Product Manager**

John Camilleri

## **BDM**

Sunisa Thuakkong

## **Researcher**

Jade Martyn

## **Client Support**

Ayshal Arun

Aspi Bilia

Darrin Quay

In this newsletter, we celebrate our new portal partners and highlight the most popular blogs and videos of the last financial year. Also keep an eye out for our exclusive **newsletter-only deal**.

## Interview with illion CEO John Banfield

illion CEO [John Banfield](#) was recently interviewed about his first 100 days with the company.

The interview, with [Nicolas Pilavidis](#) from the [Australian Institute of Credit Management](#), covered a wide range of topics including what John has learned since joining illion. John explains illion's roadmap for the future, how to develop a high-performance team and the strong relationship we share with the AICM.

You can watch the full video [here](#).

## Our new e-Procurement partners – Welcome to illion TenderLink!

A very warm welcome to our new e-Procurement partners! Those pictured below are just a few of the many who joined us this year, adding to the 600+ Australasian businesses that rely on illion TenderLink for all their tendering needs.



If you have a paid illion TenderLink notification subscription, you'll already have access to tenders from all of our e-Procurement partners, as well as access to thousands of external resources, bundled into your notification emails. If you're interested to know which businesses are using our platform illion Tenderlink, check out the partners listed on our [website](#).

[Search our e-Procurement Partners >](#)

## Round-up of the most popular TenderLink blogs

- (How to win a tender – 7 things to check when you bid)
- (5 reasons you should bid for tenders)
- (How to write a winning tender response)

## Ready for FY23? Say hello to an easier way to find tenders

The tendering process takes time. Opportunities are often released several months in advance, so it definitely pays to start looking ahead and line up work for FY23 now!

Get 10% off any new 12-month Plan, if you subscribe before the 31st August 2022\*.

Subscribe now using promo code YEAR10 and

**Subscribe Online >**

For more information on how TenderLink can help your business, click [here](#) and a member of our team will get in touch with you soon.

\*Terms and Conditions apply.

This offer is only available to new illion TenderLink customers who sign up to the notification subscription and subscribe between 12.00 am Tuesday 3 August 2022 and 11:59 pm Wednesday 31 August 2022 (Promotion Period). The 10% discount will be deducted from the upfront annual subscription payment. The annual subscription price will revert to the rack rate at the end of the first 12 months and excludes Enterprise Plans.