

Examples of Tender Submissions

(where Cliff Howard was a contributor)



NSW Department of Primary Industries [2012]

This was a tender submission to estimate detailed activities of recreational fishing at regional level and state-wide level in NSW. The sampling would be representative of Sydney, Hunter, Illawarra, Richmond-Tweed, Mid North Coast, Northern, North Western, Central West, South Eastern, Murrumbidgee, Murray, Far West and ACT.

National Health and Medical Research Program [2010]

As part of my role at the Melbourne Institute, I contributed with editing services on ARC Grant submissions. The National Health and Medical Research Council's funding program awarded Melbourne Institute a \$750,000 five year partnership grant to measure and assess hospital efficiency and performance. In addition, I prepared media releases on findings from the program: Medicine in Australia, Balancing Employment and Life (MABEL) — a longitudinal survey of 10,000 Australian doctors.

Victorian Department of Health [2005]

The Victorian Patient Satisfaction Survey project was awarded to UltraFeedback in 2005. A monthly survey is mailed to a sample of 7,000 patients at 100 Victorian public hospitals. The project handles 80,000 surveys of patients from Victorian public hospitals using 16 different languages. The surveys are administered in hard copy and an online version to randomly selected patients discharged from acute and sub-acute public hospitals in Victoria.

Telstra bid to build a GSM mobile network in Indonesia

I led all market research design and data interpretation to estimate demand for mobile services on the Java located network for PT Telcomsel. Telstra's Jakarta-based bid team comprised technical specialists, and the initial tender preparation took about 5 weeks. My broader budget control responsibility at Telstra was \$1.3m pa in national research expenditure. This involved design of strategic research, reporting processes, tender proposals, KPI analysis, and writing research briefs and executive summaries of results.

Earthmoving and mining equipment distributorships

At HC Sleigh I prepared and developed sales forecasts and contributed to a marketing business case that won national rights for Banbury Engineering to distribute JCB excavators (UK) and Unit Rig dump trucks (USA).

Cliff Howard

Principal, Falcon Writing.com.au