

Stephen Alexander partners with Lightbulb Credit as part of bid readiness service

3 years ago



Consultancy firm [Stephen Alexander](#) is excited to announce a new partnership with Lightbulb Credit.

Lightbulb Credit is the UK's first trade credit rating advisory business and offers whole market credit rating review, improvement, and monitoring services for businesses. They help companies to understand their ratings and their expert team works directly with all the major credit rating agencies to improve a business' company credit score.

With trade credit ratings having a significant impact on a contract award decision, the need for businesses to understand their trade credit position is critical to optimise their chances of winning new work in a competitive bid process.

This new partnership means Stephen Alexander has become Lightbulb Credit's exclusive bid consultancy partner and builds on its service to help businesses get bid ready. It will work closely with Lightbulb Credit's team to offer monitoring and credit improvement services to support businesses as part of what it does to prepare them to tender for new contracts across a range of sectors.

Stephen Timmins, director, and co-founder said: "A core part of what we do at Stephen Alexander, is focused on providing businesses with advice and support to put them in the best position possible to secure work through competitive tendering. Offering our clients a value-add service to help them understand and, where required, improve their trade credit rating fits perfectly with our bid-readiness service as we continue to help our clients win new work".

James Piper, managing director, of Lightbulb Credit added: "We are delighted to be partnering with Stephen Alexander. A poor trade credit rating can have a material impact on a business's ability to win

new work through competitive tendering and we see plenty of businesses being removed from bid processes due to poor ratings. Their experience and expertise in delivering bid and tender support for businesses will add significant value to our client relationships and we look forward to developing this new partnership.”

Find out more about how this new service works:

You can find out more about how the partnership with Lightbulb Credit can benefit your business [here](#).

To find out more about how this service could support your business get in touch with one of the directors, [Stephen Timmins](#), or [Alex Footman](#).