



*Training Course:
Advanced Bid and Tender Management*

*3 - 7 February 2025
Rome (Italy)*

Training Course: Advanced Bid and Tender Management

Training Course code: MA234826 From: 3 - 7 February 2025 Venue: Rome (Italy) - Training Course Fees: 5750 € Euro

Introduction

Advanced Bid and Tender Management Training Program is designed to provide participants with a set of highly desirable skills in managing the bid and tender process effectively and with accountability.

This comprehensive program addresses the topic from both the supplier and purchaser's perspectives, outlining the specific challenges associated with developing working relationships that are not only practical but ethical. In addition, the course covers the following key topics:

- Developing procurement strategies
- Probity & accountability
- Effective negotiation skills
- Anti-corruption safeguards & systems
- Avoiding the 'underbidder' and 'race to the bottom'

Participants will leave the training with the necessary knowledge and skills to bid and tender effectively in a cut and thrust procurement environment, ensuring that every pound spent is accounted for.

Target Audience

The Advanced Bid and Tender Management Training Program is suitable for a number of professional figures, including:

- Procurement Directors
- Business Owners / Managing Directors
- Chairmans
- Supplier Managers
- Supply Chain Consultants
- Buyers / Senior Buyers
- Operations Directors, Operations Managers
- Finance Managers

- Project Managers
- Operations Managers
- Executive Directors
- General Managers
- Divisional Heads
- Project Directors
- Project Engineers
- Project and Team Leaders
- Anyone responsible for or involved in Supplier Relationship Management

Outlines

Module 1

Introduction to bids and tendering

- What are Bidding and Tendering all about?
- What makes a good Invitation to Tender ITT?
- What makes a good Bid?
- Why is it important?

Module 2

Understanding the procurement cycle

- The procurement lifecycle from A to Z
- It all starts here - identifying the need and writing the specification
- Strategic Sourcing - key to choosing the right supplier
- P2P Purchase to Pay

Module 3

Stakeholder Management

- Stakeholder mapping - who do we need to involve?
- Stakeholder analysis
- Involving the stakeholders
- Communicating with the stakeholders

Module 4

Identifying the need

- Business alignment and cross-functional working is key
- Baselineing - where are we now, and where do we want to be?
- Gathering requirements
- Needs - not wants

Module 5

Markets, customers, and suppliers

- Analysing markets - Porter's Five Forces and other tools
- How do buyers look at suppliers?
- How do suppliers look at customers?
- Finding the match - the right supplier for the right customer

Module 6

Writing the specification

- From requirements to a specification
- What makes a good specification?
- What should and shouldn't it include
- Output- and outcome-based specifications

Module 7

The tendering process

- The tendering process from A to Z
- Fairness and transparency - avoiding corruption in all its forms
- Awarding the contract - with an emphasis on value
- Giving feedback to the bidders

Module 8

Putting together the Invitation to Tender ITT

- What's in a name - ITT, RFP, RFQ, and PQQ explained
- Who does what? - good organization is key to success
- Contents of a good ITT
- Starting with the end in mind - good evaluation criteria

Module 9

Understanding the sales cycle

- The sales lifecycle from A to Z
- Approaching the prospect
- Writing and presenting the bid
- Handling objections and closing the sale

Module 10

The bidding process

- The bidding process from A to Z
- To bid or not to bid - the bid /no-bid decision
- Writing, reviewing and submitting the bid
- Getting the response you want

Module 11

Putting together the bid

- What's in a name - is this an ITT, a PQQ, or something else?

- Who does what? - good organization is key to success
- Contents of a good bid
- It's all about winning!

Module 12

Bid evaluation

- Longlisting and shortlisting
- Bid evaluation techniques - informal and formal
- Weighting and scoring - keep it simple!
- Looking for value - all the time

Module 13

e-tendering

- What is e-tendering and how does it work?
- E-auctions
- The E-RFx
- Responding to an e-tender

Module 14

Soft skills for procurement and bid-writing professionals

- Communication skills for bidding and tendering
- Persuasion as a key selling skill
- Engagement and motivation
- The art of negotiation

Registration form on the Training Course: Advanced Bid and Tender Management

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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3 Oudai street, Aldouki,
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