

Advanced Tendering Processes & Bid Assessment

Effective Tendering, Bidding Strategies & Evaluation

Introduction

This training course on advanced tendering procedures and bid assessment will look at all the information that directly affects and influences these processes. Understanding company needs, market research, supply chain cost modelling, contracting strategy, and contract award up to and including contract initiation are among the crucial components. It presents a system for grouping an organization's third-party products and services according to supplier risk to expenditure value. Subsequently, a technique will be presented to assist in allocating the most appropriate market strategy to a certain category or subcategory. The best-fit tendering processes and bid assessment will result from all of them.

When is it appropriate to enable only seasoned and dependable vendors to submit bids in order to be safe? How and when can we cultivate new vendors? What constitutes a suitable supplier selection procedure? Ways to become an expert in a tender negotiation? How should conflicts over contracts be handled (or avoided)? How can emerging nations fulfil the more stringent local content requirements? What unfavourable consequence results from pursuing localization targets?

The following will be covered in this Course N Carry Advanced Tendering Processes & Bid Assessment training course:

- Choosing the appropriate market strategy
- Developing the optimal contractual approach
- Organising and overseeing the bidding procedure
- How can Requesting Departments and Procurement teams connect more effectively?
- How should a professional negotiate with suppliers be prepared for and carried out?

Objectives

After completing this training session on Advanced Tendering Processes & Bid Assessment, participants will be qualified to:

- Sort products and services from third parties according to value spent and supply risk.
- Find the options for a procurement strategy that are accessible for a certain opportunity.
- From A to Z, organise and oversee a competitive tendering process.
- Determine, evaluate, and offer suggestions for managing procurement risks.

- Establish a suitable assessment process to assess offers and tenders.
- Consider both the technical and commercial aspects while evaluating vendor bids.
- Get ready for and carry out expert supplier negotiations.
- Organise the results of a bid procedure that is competitive.

Training Methodology

This Advanced Tendering Processes & Bid Assessment training course will be taught by a reputable Contracts & Procurement Professional who has experience executing complicated projects all over the world, utilising global best practices that have been shown in real business. To optimise practical experience, exercises and role-playing based on well crafted case studies will be used.

Organizational impacts

Attending this Advanced Tendering Processes & Bid Assessment training course will have a significant impact on the company, encompassing:

- Procurement turns into a competitive advantage for the business.
- Improved effectiveness and efficiency in the procurement process
- A more appropriate strategy for the supplier market
- Decrease in unsuccessful procurements, where suppliers and contractors choose not to take part in competitive procurements
- Reduction of the organization's financial and other risks through improved contracting
- Enhancement of contractor performance through the selection of superior contractors and the use of more suitable terms and conditions

Personal Impact

Participants will benefit in a variety of ways from this Advanced Tendering Processes & Bid Assessment training course, which includes:

- Instantaneous new capacity to explain a structural contractual plan
- An improved feeling of professionalism
- Updated with best-in-class procedures and fashion
- Greater aptitude for managing and negotiating contracts
- Increased organisation recognition as a result of greater impact
- Clearly enhanced capacity to win over and gain support from key stakeholders

Who should attend?

A wide range of professions will benefit from this Course N Carry Advanced Tendering Processes & Bid Assessment training course, but the following will be especially helpful:

- Professionals in Engineering Projects
- Professionals and Administrators on Contract
- Deal Analysts
- Engineers on Contract
- Buyers, Specifiers, and Purchasing Experts
- Officers in charge of procurement
- Anyone who prepares, assesses, and oversees commercial invitations to tender, requests for bids and proposals, and contracts for the acquisition of goods, services, or machinery

Course Outline

Day 1

Developing the Contracting Approach

- Putting Third-Party Spending Into Groups
- Market Strategies
- Formulating the Contracting Approach
- Recognising and Reducing the Risks of a Contracting Strategy
- Selecting the Appropriate Type of Contract, Including
- Lump-Sum Fixed Price Agreements
- Contracts for Unit Rates
- Cost-Plus Agreements
- Contracts for day rates
- Contracts for Materials and Time

Day 2

Top Tips for Bidding Processes

- The Procedure for Tendering
- Requesting Interest Expressions
- Prequalification Procedures
- Fundamental Economics and Accounting
- Total Expense of Ownership
- How to Create an Estimate of Internal Costs
- What function does negotiating serve?

Day 3

Optimizing the Bid Documents

- Items included in the bid package
- Making Certain a Sturdy Specification and Work Scope
- Specifying the Answer You Need from Offerders
- Important Sections of the Proposed Terms and Conditions
- Security of Bids and Performance in Public Tenders
- Recognising and Minimising the Risk of Change in Scope

Day 4

Overseeing the Technical and Business Assessment

- Why Bid Evaluation Is Done
- Cheapest Cost or Finest Value for Your Money
- Phases of Assessment
- Explaining Bids to Help with the Assessment
- Selecting Assessment and Recognition Standards
- Methods for Evaluating Bids: One-envelop, Two-envelop, and Online Bidding

Day 5

Handling the Initialization and Contract Award Phase

- Sharing the Outcomes Both Internally and Externally
- Dealing with Performance Guarantees and Tender Bonds
- Handling Controversial Contract Awards
- Utilising Letters of Intent for Pre-contract Operations
- Handling Changes in Pre-contract Scope
- Starting a Contract