

Getting Invitations to Tender

Duration: ½ Day

This course is specifically designed to help suppliers of goods and services understand how and where to find business opportunities and project their businesses ahead of weaker competition in their respective market. Company delegates attending this course will be better placed to submit bids for new and existing work, and contribute to organisational performance.

The course is delivered via a variety of methods including tutor led delivery and plenary discussion, and group and individual practical exercises.

Who should attend this course?

This course is aimed at any sized business/organisation across all market sectors, to compete for work via Invitations to Tender (ITT). Typically, this course is attended by individuals from companies/organisations that fail to pre qualify for business opportunities, or seek to grow and compete for larger contracts in the Public and Private sectors.

Course Objectives

By the end of the programme, participants will be better able to:

- Locate opportunities
- Identify real opportunities
- Interpret a pre qualification questionnaire (PQQ)
- Complete a PQQ (giving themselves the best chance of qualifying)
- Understand the PQQ process and how it is evaluated
- Recognise decisions for you
- To recognise Information you will need
- Be smart