

# Bidding to Win

Win more easily: Two days of bid & tender management excellence

7th - 8th August 2017  
Kuala Lumpur, Malaysia

## Major benefits of attending – you will be able to:

- **LEARN** the process and behavioural skills to **DEMONSTRATE** effective bid leadership
- **UNDERSTAND** what best practice bid governance and process design looks like
- **KNOW** how to tell an excellent proposal when you see one
- **LEAD** bid and contracting teams in a more empowered way
- **LEARN** how to bid and negotiate more efficiently, thus reducing your deal closure time
- **IMPROVE** your proposal quality
- **INCREASE** your win rate

## WHY YOU SHOULD ATTEND

This intensive course will equip you and contract negotiation teams professionally. It will provide you with an understanding of the end-to-end process and best practice techniques deployed by the world's best bid teams.

## WHO SHOULD ATTEND

This training is highly recommended for content contributors working on proposals and contracts such as:

- ✓ Bid and Tender Managers
- ✓ Proposals Managers
- ✓ Contracts Managers
- ✓ Bid Team Leaders and Sales Leads

This course is suitable for General Managers, Head of Departments, Senior Manager, Managers and Team Leaders responsible for:

- ✓ Tender Evaluation
- ✓ Contracts
- ✓ Pre-contracts
- ✓ Procurement
- ✓ Commercial
- ✓ Projects
- ✓ Costing and Estimations
- ✓ Engineering
- ✓ Operations and Maintenance
- ✓ QS (Quantity Surveying)
- ✓ Legal

Organized by: \_\_\_\_\_



WE SOLVE YOUR PUZZLE