

# COMPETITIVE BID AND TENDER MANAGEMENT

25th - 26th November 2024  
11th - 12th February 2025

Kuala Lumpur (In Person) / Online Training

## Major Benefits of Attending

By end of this course, delegates will learn

- The complicated processes involved in **BIDDING** for a project
- The **TENDER** process – selection criteria to award
- The **CONTRACT** process – from formulation to execution
- Managing **CONTRACT RISKS** – scope creep and other variables

## Course Methodology

Client has the option to choose to participate either below method.

**Online Course :** *This course will be conducted via Zoom.*

**Kuala Lumpur Hotel:** *This course will be conducted at the hotel with the trainer on site. Participants will need to bring their own laptop. Lunch/Dinner and 2 networking breaks will also be provided.*

## Why you Should Attend?

Contracting requires careful and meticulous attention to details. Countless hours are spent by organizations, each time there is a contracting need. There are processes to observe, policies to conform to, regulatory needs to look into, risks to be analyzed, and monitor performance, so that the contract lasts its natural life with minimal deviation. This entails consistent contracting procedures that are well documented with precise and actionable instructions right from the stages of supplier selection, tendering or even in negotiation.

Tendering/bidding is a common process for large projects where a competitive procurement is required. It is intended to ensure that the buyer receives the best value for money, and the selection of the winning bidder is transparent, fair, and objective.

This two-day training is designed to provide participants with a **comprehensive understanding of the processes involved in bidding for a project and the subsequent award of a contract.**

## Who Should Attend?

Working winning professionals, practitioners and their managers absolutely need to take part.

This training is highly recommended for all people directly involved or leading sales and bidding activities including:

- ✓ Bid, Proposal and Submission Managers
- ✓ Tender Writers
- ✓ Bid Coordinators
- ✓ Capture, Business Development and Sales professionals
- ✓ Estimators and Pricing analysts
- ✓ Sales, Commercial and Marketing Managers
- ✓ Content authors / subject matter experts

Organized by:



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