

IMPROVING YOUR BIDS AND TENDERS WORKSHOP

The 1-day workshop covers:

The front end of the process

- Bid/no bid procedures and reporting
- Understanding bid requirements
- Developing a bid strategy
- The importance of relationships
- Added value and social value

Maximising the impact of your bid

- Developing discriminators and win themes
- Planning, preparing and writing a response
- Branding, design and use of colour

The back end of bidding process

- Colour reviews
- Feedback and Freedom of Information

This 1-day workshop, held in a city centre location, will help anyone in your organisation who is involved in the tender process and who is looking to improve your company's success rate. The workshop will look at the various processes that support your bids and tenders, as well as the approach to writing. Aimed at all industries, this workshop will provide you with tools and skills to help you focus on developing a winning submission! The workshop also contains some great insight provided by various public sector buyers.

Did you know: You can book online!

What other people have said:

"Thank you, it was a good session. I have certainly picked up a few tips to refine our tenders."

Emily Sandwith, Claremont

"A good look through the end-to-end bid management process with opportunity to go in to more detail when needed."

Anna Woodhead, TVSSCS