

INTRODUCTION TO BIDDING WORKSHOP

The 1-day workshop covers:

Understanding the public sector

- Understanding the public sector procurement process
- How to find suitable opportunities

Getting tender ready

- Identifying barriers to PQQ success
- A pathway to contract readiness
- Gaining experience when you can't win contracts

Developing your PQQ

- Writing responses to maximise success
- Importance of evidence
- What does a good PQQ response look like
- Making use of feedback and continuous improvement

This 1-day workshop, held in a city centre location, is aimed at anyone who is new, or relatively new, involved in completing tenders for commercial contracts. Aimed at all industries, this workshop will provide you with tools and skills to help prepare and respond to your next PQQ. 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:

“Course was thorough - covered some slightly different aspects from other training that I have been on. The course was useful, and it was enjoyable too which helps!”

Chris Cowie, Pick Everard

“Course was very good, helpful and held in a relaxed atmosphere.”

Nigel Ford, Evolve Shopfitting