



Bid to win masterclass (how do you win more work)

Location

Onsite / your office

Duration

1 day or 2 days with PAS91

Price

TBA on proposal

No. delegates

Max 20

Please note certificates of attendance or accreditation will be issued on receipt of payment & attendance.

Who should attend?

Aimed for directors, team leaders, buyers, business development staff, HSQE manager, key supply chain members and design consultants

Overview

This course covers:

Before the Bid - You don't win tenders at bid stage

- Understanding real customer needs and drivers - getting beneath the surface
 - The client, the client's people, needs, business and their customers
 - Understanding the project/framework – what is the purpose and aims of the project/framework?
- Understanding your real capability, evidence and visibility - are you ready to bid?
 - What do you have and do in the background to improve your approaches and performance?
 - How well can you articulate?
- Developing a bid strategy - a common understanding
 - It is important for every organisation to develop a bid strategy and process and train all staff in its implementation. It is essential that all involved in the bid, or seen to be ambassadors of the contractor during the bid phase have a common understanding of the bid strategy and process.
- To bid or not to bid that is the question - how and who decides if the company is to bid for the work?

Understanding the bid process – from expression of interest to winning

- The Pre-Qualification Questionnaire – getting a foot in the door

Will take the attendees through sections of a typical PQQ and coach them how to answer each section in a manner that will optimise their scoring capability and increase their potential of “getting their foot in door” and into the second stage of tendering. This will enable the companies to develop “evolving reusable PQQ blocks’ that can be used again and again.

Introduction to and developing your PAS91

Detailed Bid - Technical Assessment

Attendees will be trained on how to complete the project execution plan and detail project/framework proposals. These proposals should clearly provide the details of how the contractor and the supply chain will organise and structure the framework/projects as part of an integrated design and construction team and demonstrate their ability to deliver value for money.

Interview and Presentation – The winning stroke / interviews don't hurt

- The primary objective of this session is to provide Contractors with the basic techniques/processes on how to ensure a successful presentation/interview:
- An authentic approach
- Viable evidence i.e. use past success and real-life examples to show that they can do more than talk the walk
- Realistic honest answers to questions i.e. not trying to second guess interviewers or give the answer that they think the client wants, giving real answers to real questions
- Communication and presentation skills

**For further details please contact Anneka Thomson on 03450 570 042
or anneka.thomson@builders.org.uk**

TERMS & CONDITIONS - All places are allocated on a first come first served basis. Completion and return of a booking form will hold a provisional booking for seven days. Bookings will only be confirmed on receipt of full payment. Payment must be received 14 days prior to event date. On receipt of payment; confirmation of booking together with course information and VAT receipts will be issued by the course administrator. NFB Training reserves the right to alter trainers, timing and venue of the course for reasons beyond their control. NFB Training are constantly updating and improving course content and reserves the right to alter any of the course's content without prior notice.

CANCELLATIONS - Refunds (less an administrative fee of 30%) will be made for cancellations received in writing more than 10 working days prior to the event. No refund is available for cancellations made within the 10 working days prior to the event. Delegates may be substituted in order to avoid cancellation at any time prior to the event. There will be no charge if a substitute person wishes to replace the original delegate. Please inform the course administrator of any change to the original booking. The NFB shall make every effort to avoid the cancellation or rescheduling of an event. However we reserve the right to cancel an event at any time and, should the need arise, the NFB shall endeavour to provide attendees notice in good time and refund or reallocate any payments made in respect of the event. The NFB cannot accept liability for expenses or any other losses relating to costs or time to the delegate or their company