



CECA SOUTHERN / SOUTH WEST TRAINING

TENDERING MASTERCLASS WORKSHOP

In association with 

Who should attend?

Recommended for everyone involved in producing tenders.

Why you should attend this workshop?

Professional bidding experts *Impart* have kindly agreed to hold this 4-hour highly-interactive workshop to give attendees a valuable insight into the customer's tender evaluation process, and an opportunity to experience first-hand how different aspects of responses impact and influence evaluators.

The workshop will include:

- How to sell in bids
- How customers go about building an evaluation team
- The process they go through when evaluating a tender
- Analysing the evaluation criteria and modelling the quality/price weightings
- A tender evaluation activity

Date: Tuesday 05 October 2021

Time: Start 09:00 - Finish 13:00 (Registration 08:45)

Venue: Virtual via MS Teams

Cost: Free of charge to CECA members

Places are restricted to a total of 20 delegates. Therefore, places are limited to 1 per member company and will be dealt with on a first-come first-served basis. However, please advise if you have other delegates wishing to attend, so they can be added to the reserve list.

How to apply

Apply BY RETURN - complete the form below and email to sharonbrown@cecasouth.co.uk

Company Name: _____

Contact name: _____

Contact email: _____

Contact tel: _____

Delegate name: _____

Job title: _____

Delegate email: _____

Delegate tel: _____