



# 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:** Wednesday 13 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](mailto:sharonbrown@cecasouth.co.uk)

Company Name: \_\_\_\_\_

Contact name: \_\_\_\_\_

Contact email: \_\_\_\_\_

Contact tel: \_\_\_\_\_

Delegate name: \_\_\_\_\_

Job title: \_\_\_\_\_

Delegate email: \_\_\_\_\_

Delegate tel: \_\_\_\_\_