

½ Day Course - How to win 95% of your Pre-Qualification Questionnaires

A no waffle, no padding, practical training course to help you to pre-qualify for key tenders and proposals.

Overview

Compressed into half a day to save you time and money and yet packed with tips, techniques, processes, checklists, templates and a comprehensive set of course notes.

The course is fun, interactive, engaging, supportive and practical. We explain the 'how to do' as well as the 'what to do' so that delegates feel confident that they can apply their new knowledge back in the workplace on their return.

Course Content

- Is the PQQ process fair?
- The most common reasons for failure
- What 'Elite Bidders' do to virtually guarantee success
- How to develop great content which picks up top marks
- How to write and present your PQQ in a way that evaluators love
- What an excellent PQQ looks like

Our Trainer



David Harrison MCIPS:

Managing Director of Win That Contract

David has over 30 years of construction industry experience in senior management positions and is qualified in business development, bid management, procurement, project management and commercial management.

He has prepared hundreds of PQQs and tenders, winning over £1bn worth of contracts in his career and spends most of his time working on live PQQs and tenders so fully understands what it takes to win in today's highly competitive market.

David is also engaged by public sector clients as lead consultant to procure professionals, contractors and suppliers. He designs PQQs and evaluates the submissions and can share with you the inside track from an evaluator's perspective on what it takes to submit successful PQQs.

Venues and Dates

London: 15th October 2013: 09.00-12.30 PM

London: 3rd December 2013: 09.00-12.30 PM

Price

£97 + VAT per delegate and includes refreshments at registration and mid-morning break plus a full set of course notes and CPD certificate.

Discounts are available for multiple bookings, in-house courses and distance learning options.

Who should attend?

This course is suitable for both inexperienced and experienced delegates.

Reasons to attend

David has a unique approach to creating successful PQQs which stand out from the competition and regularly achieve 100% marks from evaluators.

If you want to get inside the mind of a procurement specialist who both writes and evaluates PQQs then you do not want to miss this course.

What delegates found most useful from 'Win That Contract' Courses

"The whole workshop was beneficial. New ideas gained and existing ones confirmed."

Mark Gregory – Art Contracts

"Having another view point on the whole procurement process from both David and the group. Good to have examples of what is a good PQQ, looking at graphics, presentations etc."

N S – Building Contractor London

Booking

Please contact us on:

Telephone: 020 7692 4078 or

Email: Jessica@winthatcontract.com