

½ Day Course - How to win 66% of your Tenders and Proposals

A no waffle, no padding, practical training course to help you win 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

- How to create a competitive advantage and win contracts with a decent margin
- The 23 Biggest Mistakes Bidders Make - why most competitors are doomed to fail
- The 'Elite Bidders System' that wins 2 out of every 3 tenders and proposals
- How to create outstanding content
- How to write and present your tenders and proposals in a way that evaluators love
- What an excellent tender or proposal 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 tenders, winning over £1bn worth of contracts in his career. David has developed a proven system and spends most of his time working on live 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 tender documentation and evaluates the submissions and can share with you the inside track from an evaluator's perspective on what it takes to win contracts.

Venues and Dates

London: 15th October 2013: 13.30-17.00 PM

London: 3rd December 2013: 13.30-17.00 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

You will receive a copy of our unique Elite Bidders System which creates tenders and proposals that enable our clients to win 2 out of 3 tenders.

If you want to learn how to achieve similar success rates then you do not want to miss this course.

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

"The fundamental processes and procedures which will help us produce and deliver more comprehensive tender packages to suit our clients' needs and improve our tender success rate."

Steven Foster – Foster Property Maintenance

"The sections regarding information and intelligence gathering were particularly informative. The course notes are very thorough. An enjoyable and thoroughly informative day."

Gary McIntosh – Robert Heath Heating

Booking

Please contact us on:

Telephone: 020 7692 4078 or

Email: Jessica@winthatcontract.com