

Advanced Tendering Procedures & Bid Evaluation Course

Supply Chain & Logistics
Cairo (Egypt)
28 Sep - 02 Oct 2025

UK Traininig

PARTNER

A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features concentric circles, suggesting a target or focus. The overall image conveys a sense of strategy and competition.

Advanced Tendering Procedures & Bid Evaluation Course

Ref: 321382_133207 **Date:** 28 Sep - 02 Oct 2025 **Location:** Cairo (Egypt) **Fees:** 3300 **Euro**

Course Description

This intensive 5-day course provides a comprehensive overview of advanced tendering procedures and bid evaluation techniques. Participants will gain in-depth knowledge of strategic procurement planning, risk assessment, and effective decision-making in the tendering process. The course covers best practices in bid evaluation, negotiation strategies, and contract management.

Learning Objectives

- Develop advanced skills in tendering procedures and bid evaluation
- Learn to create effective procurement strategies and risk management plans
- Master techniques for evaluating complex bids and proposals
- Understand legal and ethical considerations in the tendering process
- Enhance negotiation skills for optimal contract outcomes

Course Modules

Day 1: Strategic Procurement Planning

- Introduction to advanced tendering procedures
- Procurement strategy development
- Market analysis and supplier engagement
- Risk assessment in procurement

Day 2: Tender Document Preparation

- Crafting effective tender specifications
- Evaluation criteria development
- Legal and regulatory compliance
- E-tendering systems and processes

Day 3: Bid Evaluation Techniques

- Quantitative and qualitative evaluation methods
- Financial analysis of bids
- Technical proposal assessment
- Dealing with non-conforming bids

Day 4: Negotiation and Contract Award

A graphic of a chessboard with several chess pieces, including a king, queen, and pawns, arranged on the board. The text 'UK Training PARTNER' is overlaid on the image.

UK Training
PARTNER

- Negotiation strategies and techniques
- Best and final offer BAFO process
- Contract award decision-making
- Debriefing unsuccessful bidders

Day 5: Contract Management and Continuous Improvement

- Post-award contract management
- Performance monitoring and supplier relationship management
- Continuous improvement in procurement processes
- Case studies and practical exercises

Practical Wins for Participants

- Ability to design and implement effective tendering strategies
- Enhanced skills in evaluating complex bids and proposals
- Improved negotiation techniques for better contract outcomes
- Practical tools for ongoing procurement process improvement

A graphic of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a silver knight behind it. The board has a checkered pattern, and there are concentric circles in the background.

UK Training
PARTNER

Blackbird training cities



Amman (Jordan)



Amsterdam (Netherlands)

Accra (Ghana)

Annecy (France)

Baku (Azerbaijan)

Bali (Indonesia)

Bangkok (Thailand)

Bangkok (Thailand)

Barcelona (Spain)

Batumi (Georgia)

Beijing (China)

Beirut (Lebanon)

Berlin (Germany)

Birmingham (UK)

Bordeaux (France)

Boston, Massachusetts (USA)

Brussels (Belgium)

Cairo (Egypt)

Cape Town (South Africa)

Casablanca (Morocco)

Cascais (Portugal)

Copenhagen (Denmark)

Doha (Qatar)

Dubai (UAE)

Düsseldorf (Germany)

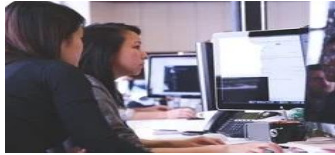
UK Training
PARTNER



Blackbird Training Category



Human Resource



Audit & Quality Assurance



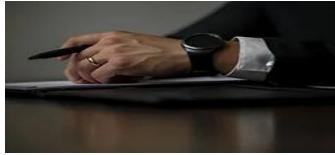
Finance, Accounting, Budgeting



Marketing, Sales, Customer Service



Secretary & Admin



Law and Contract Management



Project Management



IT & IT Engineering



Supply Chain & Logistics



Management & Leadership



Professional Skills



Oil & Gas Engineering



Health & Safety



Telecom Engineering



Hospital Management



Customs & Safety



Aviation



C-Suite Training



Agile and Refinement



Blackbird training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER



LONDON TRAINING PROVIDER



www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335