

Advanced Tendering Procedures & Bid Evaluation Course

Supply Chain & Logistics
Dubai (UAE)
10 - 14 Aug 2025

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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, creating a sense of depth and focus on the king piece.

Advanced Tendering Procedures & Bid Evaluation Course

Ref: 321382_134868 **Date:** 10 - 14 Aug 2025 **Location:** Dubai (UAE) **Fees:** 3900 **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.

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- 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. In the background, there are concentric circles emanating from a point on the board.

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