

# “Winning Tenders”

## Course Outline

Session	Time
Welcome & Introductions	9.00 – 9.10
Why are we here?	9.10 – 9.20
Importance of a Professional Tender Response	9.20 – 10.00
Morning Tea (15 min)	10.00 – 10.15
1. Qualifying Tenders <i>(with breakout activities)</i>	10.15 – 12.00
Lunch (30 Min)	12.00 – 12.30
2. What do Evaluation Teams Look For? <i>(with breakout activities)</i>	12.30 – 2.30
Afternoon Tea (15 min)	2.30 – 2.45
3. Preparing a ‘Stand Out’ Tender Response <i>(with breakout activities)</i>	2.45 – 4.30
Wrap Up	4.30

*“Improving your tender success rate”*