

## Responding to RFPs and Tenders: A Vendor's Competitive Edge

**Delivery:** 3-Part LIVE Webinar Series

**Duration:** 90 Minutes each x 3 Sessions

**Team Investment:** \$10,500 for up to 25 participants

Join your colleagues for these highly engaging and interactive sessions – each 90 minutes and conducted virtually. Participants will take a deep dive into each topic and participate in Q and A, polling, and group discussions.

### Part 1: Making the Go/No Go Decision for the Competitive Process

- Discuss factors to consider when deciding which contract opportunities to bid on.
- Identify the defining characteristics of each competitive contracting method.
- Recognize the key laws, duties and obligations that surround competitive contracting process.

### Part 2: Preparing Your Team for the Competitive Process

- Analyze the impact of non-binding competitive processes.
- Practice pinpointing what information and format to use when preparing your proposals.
- Practice preparing proposal response sections based on stated evaluation criteria.

### Part 3: Tips for Success in the Competitive Process

- Develop approaches to avoid errors in bids and proposals.
- Examine case examples of unfairness in competitive contracting.
- Discuss how prequalification processes and debriefing can be valuable to you.

*“I like the split between lecture time vs project (teamwork) and discussions.  
Excellent way to learn!”*



## WEBINARS FOR TEAMS

### About

Since 1980, The Procurement School has been helping Canadian public sector organizations realize maximum value through their procurement and contracting activities.

Incorporating the latest developments in adult education and curriculum design, our online and blended learning options capture the latest legal, practical, and business developments to empower procurement professionals to improve contract outcomes.

.....

### Join

[The Procurement School Community](#) – a place for procurement professionals to gather, engage, and learn.

### Contact Us:

Learn more about what The Procurement School could do for your organization and how we can tailor a session to your specific organizational needs, please contact us:

hello@theprocurementschool.com  
theprocurementschool.com  
250-370-0041

### the procurement school

The Atrium  
#301 – 1321 Blanshard Street  
Victoria, BC V8W 0B6