



RFP MODULE 1

LOVE ME TENDER

Course Overview

This module is designed to give you a thorough understanding of the formal procurement process with tips and techniques to improve your chances of success. Areas covered include;

- ✓ **When to say NO, and how you know for sure**
- ✓ **The Kick Off**
- ✓ **The Bid Success Framework**
- ✓ **Why should they choose you**
- ✓ **What does good look like**
- ✓ **The pitfalls, and how to avoid them**
- ✓ **Putting it into practice**

The Trainers

**JIM QUINTRELL & PAUL
HUSSEY**

Jim and Paul draw on their direct experience of leading bids blended with proven models & techniques that really work

Target Audience

SALES MANAGERS
ACCOUNT MANAGERS
BID MANAGERS
AGENTS

Outcomes

Know the shortlist & selection process, understand when to bid, how to plan & lead the response and how to craft compelling responses

Testimonials

"Great course, I felt like a sponge wanting to soak it all up"

Course Details

DATE: **1st April 2015**
TIMINGS: **10.00-16.30hrs**
LOCATION: **Central London**
DELEGATE COST: **£285.00 + VAT**

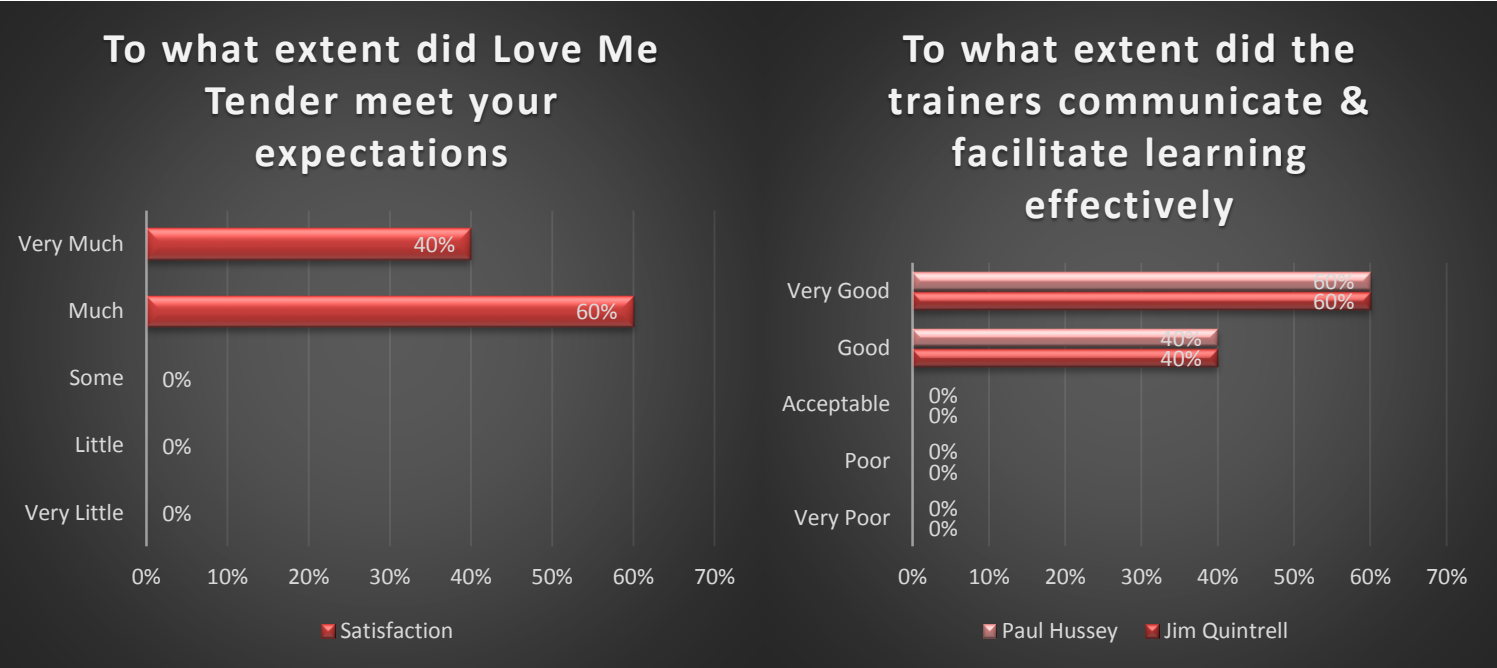
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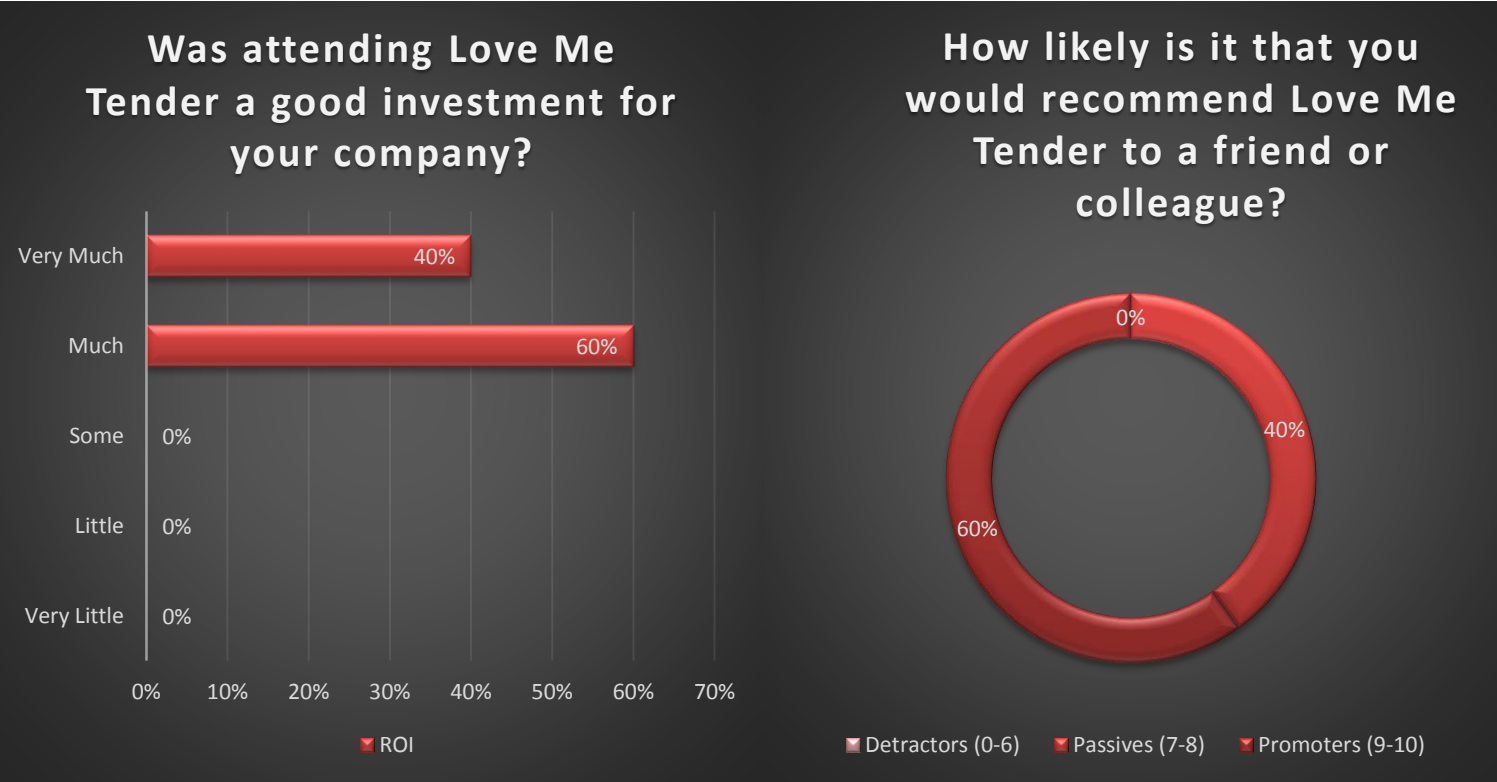
09.30 – 10.00hrs	Registration and networking
10.00 – 10.45hrs	When it is okay to say NO, and how you know for sure How does it all add up? Your customer value proposition and match Considering 3 rd parties
10.45 – 11.00hrs	The Kick Off Forming the team – who, what, why, when
11.00 – 11.15hrs	<i>Break</i>
11.15 – 12.30hrs	The Bid Success framework Client info, competitor info, SWOT
12.30 – 13.30hrs	<i>Lunch and networking</i>
13.30 – 14.30hrs	Why should they choose you?
14.30 – 14.45hrs	<i>Break</i>
14.45 – 15.30hrs	What does good look like? Evidence, security, knowledge
15.30 – 16.00hrs	The Pitfalls, and how to avoid them Consistency and credibility
16.05 – 16.30hrs	Putting it into practice

Survey results from previous courses...



Weighted average of 4.40 out of 5.00

Weighted average of 4.60 out of 5.00



Weighted Average of 4.40 out of 5.00

Net Promoter® Score of 60

