

Module	Bidding for Government Contracts
Course outline	<p>Due to the nature of public sector purchasing, tendering requirements are usually highly structured and seems quite complex to the bidders. So, it's crucial for the potential suppliers to have a very good understanding of expectations from them to win business. This course will provide you with the information on how to prepare and submit tender responses effectively.</p> <p>This course covers the principles, processes and best practices in tender writing. Our experienced trainers assist the participants to enhance their skills and knowledge of bid writing.</p> <p>You will gain much needed insights about public sector procurement, tendering requirements, evaluation processes and how contracts are awarded in this sector.</p>
Target audience	Supplier of any size who is interested in understanding government procurement and winning public sector contracts.
Topics covered	<ul style="list-style-type: none"> ➤ Section 1- Procurement in NSW Local Government <ul style="list-style-type: none"> ○ Basics of procurement ○ Governance ○ Probity and ethics ○ Tendering requirements ➤ Section 2- NSW Local Government Tender Evaluation <ul style="list-style-type: none"> ○ Evaluation criteria ○ Process ➤ Section 3: Decision to bid <ul style="list-style-type: none"> ○ Clarifying requirements ○ Costing and resource assessment ○ Estimations ○ Prepare to write the bid ➤ Section 4- Writing and submitting responses <ul style="list-style-type: none"> ○ Writing response ○ Submission ➤ Section 5- Post evaluation <ul style="list-style-type: none"> ○ Evaluation outcomes ○ Negotiation and entering into contract ○ Debriefing ○ Follow-up actions
Delivery mode	Face-to-Face/Online via Zoom Platform in a workshop format.
Duration & Date	Full-day (9:00 AM- 4:30 PM). Please refer to LGP Training Calendar for dates.
Training Venue	LGP Office Sydney/Regional Locations/Onsite
Course Fee	For public courses in Sydney \$650.00 (excl GST). For public courses in Regional Areas: \$750.00 (excl. GST). For onsite delivery- Request for Quote on training@lgp.org.au
To register	Click here
Do you have any question/ need quote?	Please contact Niv Roy, Training Manger on 02 8270 8709/ 0406 621 023 or send an email to the training team at training@lgp.org.au .