London TDM

Procurement and Supply Chain Management Training Courses

Course Venue: Malaysia - Kuala Lumpur

Course Date: From 19 April 2026 To 23 April 2026

Course Place: Royale Chullan Hotel

Course Fees: 6,000 USD

Introduction

This comprehensive 5-day course on "Tendering, Bidding, and Evaluation Techniques" is designed for professionals looking to enhance their skills and knowledge in the procurement process. Participants will explore the complete cycle from preparation of tender documents to the final evaluation and award process. This course will cover both theoretical foundations and practical applications to ensure effective learning and application.

- Understand the fundamentals of tendering and bidding processes.
- Enhance skills in preparing and managing tender documents.
- Master techniques for evaluating bids effectively.
- Explore legal and ethical considerations in the tendering process.
- Develop strategies for successful contract management.

Course Outlines

Day 1: Introduction to Tendering and Bidding

- Overview of procurement processes
- Types of tendering (open, selective, negotiated)
- Understanding tender documents and requirements
- Key stakeholders and their roles
- Case studies of successful tendering processes

Day 2: Preparing Tender Documents

- Components of a tender document
- Drafting clear and effective specifications
- Legal implications and risk management
- Setting criteria for evaluation and selection
- Ensuring compliance with regulations and standards

Day 3: Bidding Strategies and Techniques

- Developing successful bidding strategies
- Analyzing competitor bids and market positioning
- Pricing strategies and financial considerations
- Communicating effectively with clients and stakeholders
- Tools and software used in the bidding process

Day 4: Techniques for Bid Evaluation

- Establishing and organizing evaluation committees
- Scoring and ranking methodologies
- Identifying and mitigating risks in evaluation
- Understanding financial, technical, and qualitative assessments
- Conducting interviews and negotiations effectively

Day 5: Legal, Ethical, and Contract Considerations

- Overview of contract law in tendering
- Managing ethical dilemmas and ensuring integrity
- Dispute resolution mechanisms
- Post-award contract management strategies
- Best practices for continuous improvement and lessons learned