

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

**Delivery Format:** LIVE Webinar

**Course Structure:** 4.5 Hours (Three 90-minute sessions)

**Target Audience:** Experienced individual contributors and Managers in Canadian public sector procurement

**Price:** \$11,250 for up to 25 participants – For pricing on a fully customized webinar, [contact us](#).

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- 4-year contract: Minimum 4 webinar purchases required to qualify for 20% discount which will be applied on completion of fourth webinar purchase

## Content

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.

## Learning Objectives

### Part One: 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 Two: 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 Three: 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.

## Additional benefits

- Complementary 1-1 short meeting between your project sponsor and our subject matter expert after the engagement ends to discuss any questions.
- Complimentary 1-1 meeting opportunity to share your unique story as a thought leader with the world
- We plant a tree on your behalf for each purchase made counted via checkout
- 10% complimentary price off on purchase of our Procurement eBook
- Online 'Free Community' access that allows free interaction with members of our community



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.

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## Join

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

## Contact Us

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## Procurement School

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