

Intense Training Delivered to Bid Manager new to Public Sector Tendering

CHALLENGE

Our client was new to the role of Bid Manager within their company, and therefore had no prior knowledge or understanding of the requirements relating to public sector tendering.

All of their contracts secured to date were due to the public sector contracting authority contacting them to make them aware of their forthcoming requirements and providing them with details of their timescales and the procurement process, instead of the client being able to proactively engage with the contracting authority prior to the formal commencement of the procurement.

SOLUTION

Apsiz interviewed the client to understand their background and experience, in order to gauge the level of knowledge and understanding of procurement and commercial matters.

A training plan was then developed to deliver an intense all day one-to-one training session at a time and date which was convenient for the client in order to minimise disruption to their normal business operations.

During the training, hard copy training manuals were provided to enhance the client's learning experience, and provide them with a useful reference document to use after the training to refresh their knowledge on an ongoing basis. The manuals also consisted of various training exercises to be completed afterwards to enhance their understanding further.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Bespoke training plan developed to address the specific needs and current understanding of the delegate.
- ⇒ Face to face training delivered using a variety of media including hard copy documentation, presentation slides, and practical examples being demonstrated via a computer or website.
- ⇒ Course content included:
 - ⇒ Introduction to the Public Contract Regulations 2015.
 - ⇒ Overview of the processes, timescales, and requirements of the Regulations.
 - ⇒ Insight into the ways to improve a business's success rate and ROI when tendering.