

# Tender Writing Training

The Ingredients for Success

Tenders-UK (Midlands)

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Proposal writing, tender writing, help, support & training

Developing  
your capability to create winning tenders  
is our business



- 9.00 Arrival and coffee
- 9.30 The Ingredients for success – overview
  - How the customer thinks
  - Creating your proposition
  - The tender writing process
  - Making the process easier next time
- 10.00 Mapping the market – exercise
- 11.30 Creating your proposition - exercise

- 13.15 Writing your tender
  - Reviewing the tender documents - exercise
  - Structuring your proposal - exercise
  - Writing style and content - tips
- 15.00 Pre-submission evaluation
- 15.30 Making the process easier next time
- 16.00 Question & answer session
- 16.30 Close

# It's not a lottery, it's a structured process

This one day workshop will give you an understanding of what you need to do to successfully bid for public sector work.

It will help you understand the process from the customer's perspective and provide you with practical tools to;

- Identify the stakeholders and policies that influence the buying decision
- create a winning proposition
- structure the proposal correctly
- write compelling text

The tools and techniques we teach are based on practical tried and tested approaches which, over the last 11 years, have been proven time and again to **achieve success rates of over 60%**.

## About The Speaker

He has over 20 years commercial experience helping firms of all kinds enter new markets and win new business. In the last 11 years of his career he grew a £26m turnover business on the back of successfully tendering for public sector contracts.

This is your opportunity to learn from his experience and develop your own winning approach to successfully tendering for public sector work.

## Date & Location

### Please enquire

## Booking

Please reserve places for: (Cost per delegate £395 + VAT)

Name: ..... Job Title: .....

.....

Company Name: ..... Nature of Business: .....

Order No:.....

Contact:..... Telephone:.....

Signed: ..... Date: .....

**Booking: Email this form to us at [enquiries@tenders-uk.org](mailto:enquiries@tenders-uk.org)**

Places are very limited as the course will be delivered to a maximum of 12 people so please book early to avoid disappointment