

Course	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"> <li>➤ Section 1- Procurement in NSW Local Government               <ul style="list-style-type: none"> <li>○ Basics of procurement</li> <li>○ Governance</li> <li>○ Probity and ethics</li> <li>○ Tendering requirements</li> </ul> </li> <li>➤ Section 2- NSW Local Government Tender Evaluation               <ul style="list-style-type: none"> <li>○ Evaluation criteria</li> <li>○ Process</li> </ul> </li> <li>➤ Section 3: Decision to bid               <ul style="list-style-type: none"> <li>○ Clarifying requirements</li> <li>○ Costing and resource assessment</li> <li>○ Estimations</li> <li>○ Prepare to write the bid</li> </ul> </li> <li>➤ Section 4- Writing and submitting responses               <ul style="list-style-type: none"> <li>○ Writing response</li> <li>○ Submission</li> </ul> </li> <li>➤ Section 5- Post evaluation               <ul style="list-style-type: none"> <li>○ Evaluation outcomes</li> <li>○ Negotiation and entering into contract</li> <li>○ Debriefing</li> <li>○ Follow-up actions</li> </ul> </li> </ul>
Delivery mode	Face-to-Face/Online via Zoom Platform in a workshop format.
Duration & Date	Full day (9.00 AM-4.00 PM). Please refer to <a href="#">LGP Training Calendar</a> for dates.
Training Venue	LGP Office Sydney/Regional Locations/Onsite
Course Fee	For public courses in Sydney \$700.00 (excl GST). For public courses in Regional Areas: \$750.00 (excl. GST). For onsite delivery- Request for Quote on <a href="mailto:training@lgp.org.au">training@lgp.org.au</a>
To register	<a href="#">Click here</a>
Do you have any question/ need quote?	Please contact Niv Roy, Head of Training on 02 8270 8709/ 0406 621 023 or send an email to the training team at <a href="mailto:training@lgp.org.au">training@lgp.org.au</a> .

\* PS: This is not an accredited course. A Certificate of Attendance will be issued to all participants on completion of this training.