

BID BASICS

Learn the foundations of bidding best practice

Are you new to tendering and struggling with how to approach it?

This short course provides an introduction to our Four Foundations of Winning. Time-proven, they'll set you on the path to developing more effective tender submissions.

Based on global industry best practice, Bid Basics helps you develop a strategic approach to winning bids and demonstrates the practical importance of getting the fundamentals right – every time.



Who is this course designed for?

This course is suited to anyone involved with tendering. New and experienced tender practitioners will both find value in our Four Foundations framework.



How is this course delivered?

Facilitator led, this two-hour introductory course is delivered online via a live Zoom session.



What will I learn on this course?

- The Four Foundations of Winning and what they mean
- Why they matter to evaluators
- How to address them when creating a tender submission

THE FOUR FOUNDATIONS OF WINNING

①

Positioning

Increasing your odds before you even start

②

Compliance

Ensuring you're not rejected on a technicality

③

Persuasion

Setting yourself apart from your competitors

④

Pricing

Understanding that price is only part of your story

Price and registration:

Price includes all course materials.
Payable by credit card upon registration.

AUD \$245 +GST*

per participant

[Register online here](#)

**EventBrite Booking fees apply.*



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