



Want to win more tenders?
Hit the ground running

BidPro Essentials

The perfect starting point for those involved in the preparation of bid responses, this engaging, full-day workshop uses real life examples to help you better understand the tendering process.

Suitable for any experience level, this highly interactive workshop provides practical tools, helpful tips and expert advice for every stage, helping you develop an essential tendering skillset that will get you shortlisted more often.

Whether you're a total rookie or a seasoned pro, this workshop will improve your confidence and capability across the following four key stages:

1 The Business of Bids

- Identifying opportunities and context
- Understanding markets, players, and buyers
- Evaluating principles and processes

2 Get Ready

- The three C's: developing your story to win
- Building your confidence and strategy
- Understanding qualification

3 Get Writing

- Structure and planning
- The fundamentals of persuasive writing
- Using the ISBP principle

4 Close the Deal

- Powerful presentations
- Clarifications
- Reference checks

\$849 +GST

TenderLink
Subscriber Rate

\$989 +GST

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