

Contracts Advance Tailored Webinar Training

Contracts Advance virtual training is designed to provide and enhance the core skills required across the Contracts Advance 7-stage bid management process.

1) Pre-bid Activity

- Future bid pipeline creation
- Pre-bid customer engagement
- Qualification & Requalification

2) Bid 'Kick Off & Strategy' Session

- Getting stakeholders together with complete buy-in
- Agree roles and responsibilities
- Project timelines and approach
- Key win themes and USPs
- Produce executive summary
- Requalify

3) The Financial Modelling/Product Pricing

- Run in parallel to the production of the bid
- Turn an Achilles Heel into a service strength
- Ask clarification questions and adapt
- Requalify

5) The Mid-Bid Review

- Ensure the bid project is on track
- Ensure all key actions are being managed
- Agree solutions to any issues
- Agree if the project should proceed
- Requalify

4) Bid Response Production

- Workshop sessions
- 2-3 draft versions
- The 5 key elements of the Bid response
- Combining skill sets
- Requalify

6) Final review of bid before submission

- Review each draft and the executive summary
- Recommendations to be implemented
- Use the scoring system
- Finalise before final sign off

7) Bid Sign Off & Continuous Process Improvement

Training will provide practical tools and guidance in best-practice project management and bid writing allowing you, and your team, to produce high-scoring responses on bids and proposals. Tools and templates will be provided to supplement training. The 7 stages above represent the modules that can be covered, and each session will be a minimum of one hour. Training is recorded and available after the session.

'Live' webinar training will be led by two senior consultants experienced in bidding. The advantage of the tailored webinar approach is:

- You can challenge/question two senior bidding experts whilst learning best practice
- Cost-effective training – choose as many modules as you like, with a discount applied
- Flexible modules allowing you to choose specific training based on your requirement

Number of modules/stages purchased	Cost	% discount/saving
1	£ 245	
3	£ 675	8 %
7	£ 1,470	14 %

If you're looking for inspiration in how to build your training package, we've provided some example packages based on our experience in which modules lead to the greatest improvement in skillset and ability.



The Bid Writer Package

- Stage 2) Bid 'Kick Off & Strategy' Session
- Stage 4) Bid Response Production
- Stage 6) Final review of bid before submission



The Bid Manager Package

- Stage 1) Pre-bid Activity
- Stage 2) Bid 'Kick Off & Strategy' Session
- Stage 5) The Mid-Bid Review