

# Half Day Workshop

## Wednesday 22 September 2010

### Winning Tenders

#### Practical strategies that really work



- Do you lose more tenders than you win?
- Do you lack time and submit poorly written tenders?
- Are you not sure how to secure that must-win tender?

Find out how to overcome these, and many other, common tendering problems. **apics WA** invites you to attend this half day workshop packed with essential, practical tendering strategies.

#### Workshop Overview – Why attend ...

Tendering is a huge part of business in Australia and a key for the growth and development of many companies. The three levels of government in Australia alone issue an estimated \$30 billion of contracts every year through the tendering process. This is in addition to the thousands of tenders issued by the private sector.

This workshop is for those already familiar with tendering but looking for advanced strategies to gain an unfair advantage by effectively tapping into this lucrative market.

You will learn:

- Three typical tender pitfalls and how to avoid them
- The three fundamental elements of successful bids
- The key stages of a bid and how to set priorities
- The importance of capture planning
- How to apply successful persuasive techniques.

#### Bid Write's Credentials ...

This workshop is run by David Lunn and Nigel Dennis, long term friends and directors of Perth based Bid Write Pty Ltd. David has been involved in procurement and contracting across the resource and government sectors for more than 20 years. Nigel has been involved in hundreds of successful bid submissions across many industry sectors in the last 15 years.

David and Nigel formed Bid Write to bring together tender issue and bid response expertise in one organisation to help purchasers buy better and bidders win more. This "either side" approach promises not only great practical advice on winning tenders but also provides the chance to share in some interesting tendering insights in a fun and informative way.



**Where:** Burswood on Swan (see map over)

**When:** Wednesday 22nd September 2010  
1.00pm - 5.00pm.

**Cost:** \$350 per member of apics, AIDN, AME, CILTA, CIPSA, FIA, RWTA and SCLAA.  
\$450 for non-members

Includes refreshments at conclusion.

Please indicate applicable membership

### Winning Tenders Registration- 22nd September 2010

Please fax to apics WA Secretariat on **9470 1393**.

Name \_\_\_\_\_

Company \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_

Names of additional attendees: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please circle applicable membership: apics, AIDN, AME, CILTA, CIPSA, FIA, RWTA or SCLAA.

### Payment Details

Please make **cheques** payable to apics WA and post to: apics WA Secretariat. PO Box 389, Victoria Park WA 6979  
or ... make payment directly to **account: BSB 036 040 Acct No: 4190580** Name: apics WA Chapter, BankWest\*  
or ... **charge** my:  Visa  MasterCard Full name on card: \_\_\_\_\_

Card Number \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ Amount \$ \_\_\_\_\_

Expiry Date \_\_\_\_/\_\_\_\_ Signature: \_\_\_\_\_

Payment to be made with registration. \* Please email us at apicswa@apics.org.au to advise of your payment for reconciliation purposes.

