

Training for Bidders

Having built an unrivalled and enviable reputation in the provision of expert support and thought leadership to the procurement sector, Commerce Decisions is uniquely placed to provide advice and guidance to the bidding community.



Commerce Decisions has been supporting bidders for over 10 years with its independent bid review service, focusing attention on the buyer's priorities and supporting the development of compelling, coherent proposals. Our bid support service has been proven to add up to a 7% increase to the bid score.



AWARD[®] Methodologies for Bidders

Our AWARD[®] Methodologies for Bidders training course has been designed to empower bid teams with the confidence and expertise required to prepare the best possible bid submission. It reveals the challenges facing Government buyers, what they are looking for, and how you can address this in your bid. The main focus of this training session is in understanding the buyers' approaches to procurement and how this understanding can be used in order to optimise your solution – what trade-offs can be made between quality and price to arrive at the highest overall MEAT score. It also covers the different types to MEAT methodologies to highlight how this decision should vary across different competitions (it's not always the lowest quality / least expensive bid that would win).

"The CDL Methodologies training day was an eye-opening experience for the entire bid team [...] I wish we'd had this information to hand sooner for previous bids, thank you!"

Director, KBR

The training course will cover the following topics:

- De-mystifies AWARD[®] and Commerce Decisions' methodologies
- Enables an understanding of the detailed work undertaken by the buyer and what they are looking for – see things from the Authority's point of view
- Explains why answering the question is key to scoring well
- Gives an appreciation of how to prepare the highest scoring bid
- Helps set the bid team off in the right direction from the outset
- Provides an understanding of evaluators and their behaviours
- Explains how to make responses easy to evaluate with response writing tips

Our AWARD[®] Methodologies for Bidders training is delivered by Senior Consultant(s) from Commerce Decisions, experienced on both the bid and the buy sides of procurement. The course can be run at Commerce Decisions' offices or on site, for up to 10 delegates. Note that the course is currently run remotely in two sessions of 3 hours each.



Maximizing Marks

Maximising Marks is a one-day training session for bidding organisations and is designed to upskill your entire bid team, giving them the insight and confidence to prepare your best possible bid response. Attendees will be presented with the Authority's perspective of procurement and will learn about the criteria definition, criteria weighting, scoring structure, and bidding processes that mirror the Authority's approach. This will help you to optimise your bid and ensure the highest possible overall score.

The training will cover the following topics:

- Procurement context
 - Regulations
 - Procedures
 - The challenge
- Criteria, weighting, and scoring methods
 - Authority Procurement Strategy
 - Commerce Decisions & AWARD® – supporting the Procurement Strategy
 - Defining the criteria
 - Weighting the criteria
 - Identifying and using the key information for your bid
 - Recognising our Structured Criteria Development approach
 - Structured Win Theme development
 - Planning your response
- Evaluation / Reviewing
 - Procurement Strategy
 - Commerce Decisions & AWARD® – supporting the Procurement Strategy
 - Evaluation process
 - Introduction to evaluating in AWARD®
 - Identifying and using the key information for your bid
 - Effective Colour Team reviews

“I've learnt more about responding to an ITT/ITN and writing winning answers today than I imagined, it's the most useful Friday of my DXC career!”
Systems Engineer, DXC Technology

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To find out more about our training courses, and how we can help you improve your score and secure the winning bid, please get in touch, or visit our website: www.commercedecisions.com