

Bid Board Seminar

Course Description

The event explains the key stages and principles of Bidding and explores the responsibilities of senior management.

The course includes the following:

- Y Instructor led tuition
- Y Interactive discussion
- Y Exercises

Course Objectives

The event helps delegates to identify the impact that Bid Board decisions have on the success of a Bid.

The course will enable delegates to:

- Y Identify the key principles underpinning the effective running of a Bid
- Y Explain the main components of the Bid process
- Y Recognise how a Bid is run and the roles of the Bid Board and Bid Team
- Y Identify potential waste of resources and help eliminate unprofitable business

Intended Audience

The event is recommended for anyone who is responsible for the ownership and operation of a Bid and implementing the New Business

Related Courses

- Y Bid Overview
- Y Bid Management Workshop
- Y Bid Management Workshop for the NHS

Course Outline

Governance is critical to a successful Bid. Informed decision-making helps to improve the "Win Chance", take contracts that are "Good Business" and protect the interests of the organisation.

This course is delivered in the form of a Seminar. It serves as an extensive overview of the Bid Governance Process based on WPM's *Simply Bids Light*® Method.

The course is delivered in a number of modules, all of which include interactive discussion and exercises as the main vehicle for understanding governance and its impact on the Bidding Process.

What's Included

- Y Pre-course instructions
- Y Delegate handout pack

Your Instructor

All WPM instructors are practicing Bid Managers, with a track record of bidding and winning at all levels within the UK, Europe and Worldwide.

Benefits

- Y Delegates identify their responsibilities for Corporate Governance and their organisation's exposure to potential high risk business
- Y Delegates will be able to demonstrate ways of monitoring Bid Progress and eliminating "Bad Business"
- Y Delegates will identify Risks that affect the on-going continuity of business services

Price

This Course is run as an On-site Event

Please call 01244 852 544