



Tendering Fundamentals

A course in responding to tenders

Tendering Fundamentals is designed for anyone who is:

- ➔ Inexperienced with tenders
- ➔ Unsure of the tender process
- ➔ Intimidated by complex tender processes
- ➔ In need of a tender workflow solution, or
- ➔ Looking for a competitive advantage.

BMV Solutions' Tendering Fundamentals Course is the first step to recognising and harnessing the capacity of your organisation, regardless of its size. The Tender Fundamentals Course gives you the skills, tools and confidence to develop:

- ➔ The tender planning and response process
- ➔ Your understanding of the procurement process, and
- ➔ The right strategy and scale for your approach to win the work.

Time is money – and writing successful tenders is a part of this philosophy. With the right skills, you can realise opportunities while developing your business and minimising waste. This is where BMV Solutions can help.

Tendering Fundamentals is designed for:

- ➔ Tradespeople
- ➔ Small business owners
- ➔ Submission coordinators
- ➔ Bid managers, or
- ➔ Anyone involved in the preparation of tenders.

YOUR COURSE FACILITATOR:



Steven Vermey,
Director,

BMV Solutions

Steve has worked closely with many SMEs and large enterprises to develop their tender processes and strategies to increase business through tenders. Through this experience, Steve has responded to over 500 tenders across a broad range of industries including:

- ➔ Construction
- ➔ Health
- ➔ IT
- ➔ Insurance
- ➔ Legal
- ➔ Material supply
- ➔ Professional services
- ➔ Security

With this breadth of experience, Steve is perfectly placed to help you identify the challenges and opportunities in any tenders you are involved with. With qualifications as a workplace trainer and assessor, Steve is also well qualified to communicate the concepts and strategies for tenders through his training sessions.

For those who are developing skills to write tenders, Steve also has a background in tender assessments, allowing for a great insight into what evaluation boards are looking for. You'll be excited to hear the discussions that go on behind closed doors!

