

# 1-day Bidder Training Course



**10+**

years supporting bids  
with focus on the  
evaluation stage

**\$400bn**

evaluation  
projects  
supported



**400+**

client bids  
supported



**7%**

increase in bid  
score

Having built an unrivalled and enviable reputation in the provision of expert support and thought leadership to the procurement sector, we are 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.



## Upskill your entire bid team by learning from our experience with the buying Authorities

Our expert Bidder Training Course has been designed to empower bid teams with the confidence and expertise required to prepare for the best possible bid submission. We will explain how our consultancy-led solution, underpinned by the ADVANCE™ software, helps bidders to fully understand the marking structure of a tender evaluation. 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 Bidder Training Course is delivered by two Senior Consultants 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 20 delegates.

**"The CDL Methodologies training day was an eye opening experience for the entire bid team. It set us off in the right direction and allowed us to better understand the detailed work undertaken by the customer, in turn de-mystifying AWARD® and the evaluation methodologies. I wish we'd had this information to hand sooner for previous bids, thank you!"**

Director, KBR

**For more information or to book your training day please contact:  
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