

Workshops and Seminars

Commerce Decisions offers the following workshops/seminars as part of our ongoing provision of best practice procurement support to clients.



Principles of Tender Evaluation

This ½ day training summarises best practice and methodologies for making supplier selection decisions. It focuses on improving value for money, making robust and defensible decisions and meeting legislative and regulatory requirements during the strategic procurement process. The course addresses the entire evaluation and decision-making process and is based on our experience across a wide variety of procurements within the public sector.



Weighting Workshop

This ½ day workshop will examine what weighting is for, the issues surrounding weighting and will look at some methods that can be used to create weights that will increase the likelihood of arriving at the best decision. The process of weighting involves emphasising some criteria more than others. The output of the weighting process is a set of criteria where each criterion has a different impact on the result. What is it that makes one factor more important to a decision than another? When trying to determine weight, how should the decider go about choosing which criteria are more important? There are many methods available, each with its pros and cons, and there are also legal implications to consider.



SCD Workshop

Start with the end in mind. This ½ day workshop outlines the important decisions that need to be made early on in the evaluation criteria design process. Once you have discovered what needs to be assured to ensure success, you can identify what needs to be evaluated. Working from the evaluation aims, you can start to plan what evidence you would like to see from each bidder and write guidance to help your assessment team form opinions about the relative quality of the bidders' submissions.



Value for Money Seminar

This ½ day seminar examines how to achieve best value for money using the MEAT formula (Most Economically Advantageous Tender). Projects may choose a MEAT formula without fully understanding the consequences, or the main additional factors to be considered for achieving optimal value for money. This workshop will help to understand how to make the right decision when choosing the formula. The workshop illustrates the need to ensure that the MEAT formula selects the tender offering the best VfM solution, whilst delivering the best possible outcome for the project.