



**SCANDINAVIAN ACADEMY**  
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# Course: Tendering Procedures and Bid Evaluation

| Code | City                | Hotel              | Start      | End        | Price  | Language - Hours |
|------|---------------------|--------------------|------------|------------|--------|------------------|
| 354  | Marrakesh (Morocco) | Hotel Meeting Room | 2025-06-08 | 2025-06-12 | 3450 € | En - 25          |

## Program Objectives

**By the end of the program, participants will be able to:**

- Recognize the contracting stages from setting the scope of work to awarding the contract.
- Evaluate, in-depth, the process of preparing tenders and selecting potential suppliers.
- Identify the issues involved in assessing tenders for quality as well as value for money including e-Auction.
- Apply several approaches to bid evaluation using criteria, weights and scoring measures.

**This Program is designed for**

All those involved in the early stages of contracting for them to review and have a full understanding of the tendering process as well as the different approaches to tender evaluation and assessment

## Program Outline

### Stages in Contracting

- Preparation
- Tendering



- Award
- Administration

## **Taking Stock of Our Situation**

- Problems
- Description of Applicable Procedures

## **Tendering Procedures**

- Common Procedures
- Procedures Specific to Each Organization

## **Homework Stage**

- Identify Requirements
- Set Scope of Work and Specs
- Planning and Pricing
- Sourcing and Pre-Qualification
- Expression of Interest
- Bidders Selection

## **Invitation to Tender**

- Issue Documents
- Answer Questions
- Receive and Open Bids

## **Evaluation Process Tender Evaluation Principles**

- Technical Analysis
- Commercial Analysis



## **Evaluation Plan**

- Evaluation Criteria
- Weighting for Each Criteria
- Scoring Protocol

## **Tender Evaluation Report**

- Form
- Contents

## **On-Line Reverse Auction**

- Practices
- Advantages and Disadvantages

## **Debriefing Unsuccessful Bidders**

- Reasons for Debriefing
- Modes of Debriefing



**The Scandinavian Academy for Training and Development employs modern methods in training and skills development, enhancing the efficiency of human resource development. We follow these practices:**

- **Theoretical Lectures:**

- We deliver knowledge through advanced presentations such as PowerPoint and visual materials, including videos and short films.

- **Scientific Assessment:**

- We evaluate trainees skills before and after the course to ensure their progress.

- **Brainstorming and Interaction:**

- We encourage active participation through brainstorming sessions and applying concepts through role play.

- **Practical Cases:**

- We provide practical cases that align with the scientific content and the participants specific needs.

- **Examinations:**

- Tests are conducted at the end of the program to assess knowledge retention.

- **Educational Materials:**

- We provide both printed and digital scientific and practical materials to participants.

- **Attendance and Final Result Reports:**

- We prepare detailed attendance reports for participants and offer a comprehensive program evaluation.

- **Professionals and Experts:**

- The programs scientific content is prepared by the best professors and trainers in various fields.

- **Professional Completion Certificate:**

- Participants receive a professional completion certificate issued by the Scandinavian Academy for Training and Development in the Kingdom of Sweden, with the option for international authentication.

- **Program Timings:**

- Training programs are held from 10:00 AM to 2:00 PM and include coffee break sessions during lectures.