

TRAINING ACCIÓ CPI – TENDER REVIEW

Tools to scale up your success in International Procurement

Tuesday 10th December, ACCIÓ BARCELONA

When?	What?
09.30-10.30h 60'	WELCOME AND PRESENTATIONS <ul style="list-style-type: none"> • ACCIÓ CPI-How we can help you bid internationally • Tools to pack into your business suitcase: making your tender better and wiser • Identifying typical weak areas in tender submissions and possible solutions
10.30-11.00h 30'	COFFE BREAK <ul style="list-style-type: none"> • Your opportunity to network with the audience and with our experts!
11.00-13.00h 120'	PRACTICAL TRAINING <ul style="list-style-type: none"> • We will give you specific techniques to improve your tenders and help you focus on answering key questions where bidders often lose marks
13.00-14.00h 60'	ONE2ONE TENDER COACHING <ul style="list-style-type: none"> • We will analyse with you a current tender you are seeking to win, assess your approach and advice you on the methodology and general bid-drafting approach <p>IMPORTANT: READ BELOW NOTE 2</p>

*NOTE 1. Most of the sessions will be in English, with no simultaneous translation.
Consultants: Professor Dermot Cahill and Mr. Gary Clifford + ACCIÓ CPI TEAM*

NOTE 2: to participate in the final ONE2ONE TENDER COACHING session you must submit the following documents to omartinez@catalonia.com by December 3:

1. The tender document you are applying for in English (if possible)
2. Your draft text describing your methodology for the bid (if applicable)
3. The CV's of your proposed project team, and a short draft text describing why they are suitable for the project
4. The draft text you propose to use as relevant illustrative examples of your previous experience of undertaking similar work, to demonstrate your suitability for the contract to the purchaser.

All documents will be treated with the maximum confidentiality.

*NOTE 3. Sessions will be held at Sala Actes of ACCIÓ at Passeig de Gràcia, 129, PB.
For doubts or further information, you can contact the ACCIÓ CPI team: Oriol Martínez Alòs-Moner.
Tel. +34 93 551 7404 – 665 892 980 - omartinez@catalonia.com .*

Barcelona, 05/11/2019