

# TENDER AND PROPOSAL WRITING

**NO MATTER HOW GOOD YOUR BUSINESS IS, YOU NEED TO BE ABLE TO SELL IT!**



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TEAM has specialists who have worked in both private industry and government procurement. We can assist you in constructing and writing winning proposals and RFP / RFT responses. We have worked on both sides on the evaluation table, and understand what clients and employers are looking for – and what potential contractors and consultants require – from a request for proposal / tender document. Whether a client or service supplier, we can help you to maximise your success rate by showing you how to deconstruct a tender request or proposal.

Topics include:

- Writing Successful Proposals
- Understanding Tender Evaluation
- Inviting tenders
- What Procurement and Contract form to follow to ensure Best Value

