



Tendering in a Strong Economy

The ABC of creating RFTs that capture interest and demand attention

In line with our aim to bring presentations that are industry specific and relevant, apics WA is pleased to offer you the chance to hear from the tender “gurus” how you can take the heartache out of the tender process, from both perspectives - buyers and sellers.

Presentation Summary

The Western Australian economy has been largely insulated from the global financial crisis. And with a number of major resource projects in the state once again on the move, we are set to return to the strong economic conditions we experienced just a few years ago. In such an economy, the balance of power arguably shifts from buyers to sellers and it then becomes the job of buyers to jockey for the attention of suppliers during the tender process.

Your Request for Tender (RFT) therefore needs to stand out from the crowd, get the seller interest you require and deliver genuine, competitive offers. This presentation outlines the ABC of creating effective RFT's that do all of these things.

You will gain valuable insight into:

- ✓ Knowing what to **A**sk – creating RFT response questions that resonate.
- ✓ Knowing what to **B**elieve – laying bare procurement myths for competitive gain.
- ✓ Knowing what to **C**reate – simple drafting techniques that guarantee supplier engagement.

About the Presenters

David Lunn and Nigel Dennis, owners of Bid Write, bring together tender issue and bid response expertise in one organisation. David has been a supply chain professional for 20 years with experience in all aspects of strategic sourcing, contracting and procurement. Nigel has been writing bid responses for 15 years, with the last 10 years as a specialist consultant to industry. He has helped companies win hundreds of bids and billions of dollars of contracts and gives a perspective from “the seller side” of the tender process.



David and Nigel, with a friendship of 25 years, are entertaining presenters. They are known for turning serious tender topics into enjoyable and refreshing discussions with views that can challenge conventional thinking. Various anecdotes and case studies from their many relevant experiences make their presentations a must see.

Date: 25 November 2009 Time: 5.30 to 8.00pm

Venue

Hopman Cup Room, Tennis West, Victoria Park Drive, Burswood

5.30pm registration, 6-6.45pm presentation and Q & A session, followed by refreshments and networking opportunities.

Cost: \$30 members, \$45 non-members

(member fee applicable to apics, AIDN, AME, CILTA, CIPSA, FIA, RWTA, SCLAA members)

Fax back the registration form on the next page to 9470 1393

