

Lift Your Game

Training in
tender writing
from the
experts that
train evaluators



Learn the secrets of winning tenders from the experts – Plan A.

Plan A is the largest, most experienced tender writing company in Australasia. With bid writing experience since 1998 spanning most industries – in NZ and internationally – the proven Plan A formula for winning tenders is hard to beat!

What's more, Plan A is the only tender writing company with direct contact with tender evaluators (through its sister company, Clever Buying which trains and assesses NZQA procurement qualifications).

This course gives you unique insights into what it takes to win.

OUR FULL DAY COURSE COVERS

1. What do evaluators look for?
2. Evaluation processes and scoring systems
3. Efficient bid processes
4. Bid strategy development
5. Writing compelling executive summaries
6. Tender templates and document presentation
7. Developing content that differentiates your bid
8. Writing styles, formatting, proofing and editing
9. Getting the most out of your tender reviews
10. Rush jobs

ON THIS COURSE YOU WILL

- ✓ Get direct feedback from tender evaluators
- ✓ Test the different common scoring systems
- ✓ Review good and bad examples of tender responses
- ✓ Learn how to format content to maximise its impact
- ✓ Write a compelling executive summary
- ✓ Understand international tendering requirements
- ✓ Discover how to run efficient tender reviews

SPECIAL OFFER

\$599 +gst.

CCNZ members only.
(normally \$750 + gst)

Wellington

Date: 6 June 2018

Venue: Airport Motel,
Cnr Lyall Bay Parade
& 142 Tirangi Road,
Lyall Bay

Auckland

Date: 5 July 2018

Venue: Kensington Swan,
18 Viaduct Harbour Ave,
Auckland

TO REGISTER

Email: training@plana.co.nz

Call: 0800 PLAN AA (752 622)

Go to: www.plana.co.nz

