



Course: Bid Evaluation Essentials - Part 2

Contact Hours: 6

Pre-requisite: None

Abstract

Develop ability to evaluate bids across industries using innovative techniques with an ability to integrate the current issues involved in bid evaluation in the Caribbean and those of the international lending agencies.

Target Audience

This course targets procurement and project management personnel, engineers, attorneys, analysts, members of tender committees, students and anyone involved in bid evaluations.

Learning Outcomes

On completion of this course, learners will be able to:

1. Demonstrate application of sound bid evaluation techniques across different industries
2. Integrate risk, value and innovation in bid evaluations
3. Build on templates and models provided
4. Analyse legal and regulatory issues in bid evaluations
5. Explain the mechanics of bid evaluations in the context of the international lending agencies

Course Content

Learning Outcome 1: Demonstrate application of sound bid evaluation techniques across different industries

- Case Studies / Models in Bid Evaluations
- Engineering and Construction
- Consultancies
- Services
- Purchase
- Software
- Other
- Models in Bid Evaluation Reports
- Adjustments
- Handling Bidder Protests
- Treating with missing items and un-priced items
- Empirical rules on price
- Bid Clarification and management of contacts with bidders
- Treating with alternative proposals and discounts

Learning Outcome 2: Integrate risk, value and innovation in bid evaluations

- Bid Evaluation innovations
- Improving precision / value of Bid Evaluation process using Value Engineering
- Software applications to bid evaluations

Learning Outcome 3: Build on templates and models provided

- Models and templates and case studies
- Negotiation – pre and post award

Learning Outcome 4: Analyse legal and regulatory issues in bid evaluations

- Legal Liabilities, the Freedom of Information Act and other relevant legislation
- The White Paper on procurement

Learning Outcome 5: Explain the mechanics of bid evaluations in the context of the international lending agencies

- Bid Evaluations – An International Perspective
- Issues in Bid Evaluation and the global approaches