



Tel. 011-026-4891 Fax: 086 698 7882 Cell. 082 496 1657 E-mail. [advisor@taranis.co.za](mailto:advisor@taranis.co.za)  
16 Kirkby Road, Bedfordview, Germiston

---

## **Advanced Principles of Tendering Workshop** **21-22 January 2019 | Johannesburg | 09h00-16h30**

### **Save up to R4000.00!**

This **Two-Day Workshop** is a detailed presentation of the **Key Principles of Tendering** and it goes beyond merely introducing the applicable aspects of submitting compliant tenders. As you know, the tender process is more than just compiling bid documents; it demands that you have a full understanding of all the legal issues connected to it and this **Workshop** will explain all the requirements to submit compliant bids. This is a highly interactive workshop that moves beyond showing you how to fill in bid documents and actually sharing with you how others win tenders based on clear winning strategies and a legal understanding of the process.

### **Day One: Will focus on all the Points listed below as an Introduction only to the Key Principles of Tendering. These are the essential tools for submitting Winning Tenders!**

How to submit Responsive, Qualified & Valid Bids | Tender Returnables | Request for Quotations (Purchases) and Tenders | The 3 x Tendering Committees | 5 x Pillars of Procurement | Key Tendering Laws | Closed Tenders | Bid Processes | Unsolicited Bids | Two Envelope System | Open vs Closed Tenders | Defaulters (Black Listed Suppliers) & Restricted Directors | The 90-10 & 80-20 Point Systems | Joint Ventures & BBEE Requirements | Rules on Sub-contracting | Firm & Non-Firm Prices | Tax Clearance Certificates | Functionality | Local Production & Content | Evaluation of Bids | Adjudication of Bids | Tender Cancellation and Re-invitation | Validity Period & Extensions | Appeals, Objections & Disputes | Extension of Existing Contracts | How to Access Tender Reports & Score Sheets | Conflict of Interest | Industrial Participation | Contract Offer | Supply Chain Practice | Collusion Regulations | Submitting Alternative Offers & Alternative Bids | The Draft Procurement Act | The Key Do's and Don'ts of Winning Tenders | B-BBEE Supplier Development & Tendering | Sample Tender | How to Improve your BEE Score for Tendering | Court Rulings in Tender Disputes | Minimum B-BBEE and Sub-Contracting Explanation

**Day Two:** Will feature an in-depth unpacking of the **Key Strategies** required to submit **Winning Tenders**. It will also focus on the aspects not necessarily mentioned in a Bid Document but which is essential to make your Tender compliant.

### **Outline. Submitting Tenders as prescribed by the PPPFA Regulations**

- How to Submit Compliant and Winning Tenders under the PPPFA Regulations
- How to apply the 30%-Pre-Qualifying and the 30%-Condition of Tender Criteria
- What is the best way to do Sub-Contract which is now a feature of most tenders
- What are the current and future requirements for Joint Ventures in tendering and B-BBEE
- How to apply the 25% Minimum Sub-Contracting Rule without being disqualified
- When is the Local Content Rule Applicable and how to correctly complete the applicable forms
- What are the Disqualifying Compliance Requirements not listed in the tender document
- Why are tenders not awarded to the top scoring company
- Why the state could penalise you with up to 10% of the value of the Tender?
- How the General Conditions of Contract (GCS) Impacts on your Tender
- Criminal Risk in Tenders through Fronting & Bid Collusion Managing your Legal Liability

**Read what other people say about this workshop on [www.taranis.co.za](http://www.taranis.co.za)**

Kindly read our Terms & Conditions prior to signing the attached Booking Form



Tel. 011-026-4891 Fax: 086 698 7882 Cell. 082 496 1657 E-mail. [advisor@taranis.co.za](mailto:advisor@taranis.co.za)  
16 Kirkby Road, Bedfordview, Germiston

**Advanced Principles of Tendering Workshop: Booking Form:  
21-22 January 2019: Johannesburg**

\* Discount offer only available up until 7-days before the Workshop: Please Select your choice below:

**1) Two-Day Attendance: Rates for a single Delegate:**

Discount Rate \*: R4990.00  Standard Rate: R5990.00 per person

**2) Save R4000.00 on the Standard Fees! Book Two-Delegates for only: R8000.00 total:**

**Personal Details:**

<b>Name of Business / Organisation:</b>			
<b>Postal Address &amp; Code:</b>			
<b>Office Tel:</b>		<b>Office Fax No:</b>	
<b>Title:</b> Mr <input type="checkbox"/> Mrs <input type="checkbox"/> Ms <input type="checkbox"/> Dr <input type="checkbox"/> Professor <input type="checkbox"/> Other <input type="checkbox"/>			
<b>Full Names of Delegate 1:</b>			
<b>Full Names of Delegate 2:</b>			
<b>Direct Tel:</b>		<b>Cell phone No:</b>	
<b>E-Mail:</b>			
<b>Name of Person Authorising this Booking</b>			
<b>Signature of Authorised Person:</b>			<b>Date:</b>

**Terms and Conditions. Please Note: This Booking is not transferable to a future date: 1. Please Note: Payment is required upfront and prior to attending the Workshop. The date of your invoice has no effect on your booking. 2.** If you cancel after we've received your booking form, a 30% cancellation fee will apply on the standard fees and not the discounted fees, where applicable. **3.** Cancellations made less than 7 days (as of 00h01 on day 7) prior to the date of the Workshop will be levied with a 50% cancellation fee. **4. Cancellations** made within 3 days (as of 00h01 on day 3) of the Workshop will be levied with 100% of the fees. **5.** If you do not show up for the Workshop, **NO REFUNDS** will be issued. **6.** If you do not show up for the Workshop and have not paid and neither has sent us a cancellation note, you will still be liable for the full fees. **7.** Substitutes are allowed on condition it's done at least 48-hours before the Workshop. **8. The organiser has the right to make any changes to this workshop inclusive of all arrangements like date/s, time/s, venue, content and speakers and no refunds will be afforded with a credit extended for the next date only to those who've paid for such a postponed workshop. 9. NB\* By signing this form, you agree to the above terms and conditions. Please Note: This Workshop will take the Format of Presentations**

**Contact: Gerrit on Cell. 082 496 1657**

**Kindly send this Booking Form to: [info@taranisadvisory.co.za](mailto:info@taranisadvisory.co.za) / [advisor@taranis.co.za](mailto:advisor@taranis.co.za)**