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16 Kirkby Road, Bedfordview, Germiston

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## **Advanced Principles of Tendering Workshop: (CPD Points: 1)** **19 July 2019 | Cape Town | 09h00-16h30**

### **Book for 2 delegates and Save 50% on the Standard Rates Only, for your 2<sup>nd</sup> Delegate (T&Cs Apply).**

This **Advanced Principles of Tendering Workshop** is a detailed presentation of 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 the 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.

### **Session 1: How to Compile Compliant Tenders and Completing the Bid Document Correctly. Learn the essential tools required to submit 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

**Session 2:** This Session will feature an in-depth unpacking of the **Advanced 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

Kindly read our Terms & Conditions prior to signing this Booking Form.



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16 Kirkby Road, Bedfordview, Germiston (Not the venue of the Training)

**Advanced Principles of Tendering Workshop: Booking Form:  
19 July 2019: Cape Town**

\* Discount offer only available up until 7- days before the Workshop:

- 1) Rates per person: Discount Rate \*: R2490.00  Standard Rate: R2990.00 per person   
2) Book 2 x Delegates: Discount on the Standard Fees. (Please Note: This is not applicable on the Discounted Rate and only for 2 x delegates): R4485.00 total:

**Personal Details:**

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

**Terms and Conditions. 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. No POSTPONEMENTS** are allowed and your welcome to nominate a substitute 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)