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16 Kirkby Road, Bedfordview, Germiston

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**Advanced Principles of Tendering: 9-11 March 2021**  
**Daily: 09h00-12h00 (Three Days)**  
**(Workshop Content are more advanced and practical)**

**Course Outline**

This **Workshop** is a detailed and more advanced 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 the all the legal issues connected to it and this **Workshop** will explain all the requirements to submit complaint 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.

**The Workshop focuses 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 |

**The second session of the Workshop** includes 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 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

Visit [www.taranis.co.za](http://www.taranis.co.za) for further information and what others are saying about the Workshop.

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



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

## Advanced Principles of Tendering: Workshop | 9-11 March 2021

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**Standard Rates:** R3990.00 per person

**Discount Rates:** R2990.00 if you book 7-days before the commencement of the workshop

Are you supplying products which are subject to the Local Production and Content Regulations?  Contact us for a list if you are unsure.

### Personal Details:

**Name of Business / Organisation:**

**Postal Address & Code:**

**Office Tel:**

**Office Fax  
No:**

**Title:**

Mr  Mrs  Ms  Dr  Professor  Other

**Full Names of Delegate:**

**Full Names of Delegate:**

**Direct Tel:**

**Cell phone  
No:**

**E-Mail:**

**Name of Person Authorising this  
Booking**

**Signature of Authorised Person:**

**Date:**

**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 | \* Please Note: If the workshop is presented online, each delegate will have to log-in with their own device in order to fully participate and view the presentation and participate in the Q&A Sessions. We will randomly ask your delegates questions during the presentation and review sessions, respectively. Certificates of attendance will only be issued to those who've logged on, via their own devices. Please Note: The Free Tender Offer is only valid for a 2 x hour consultation. Any hour thereafter will be billed at R750 per hour.**

**Contact: Gerrit on Cell. 082 496 1657 Kindly send this Booking Form to: [gerrit@taranisco.co.za](mailto:gerrit@taranisco.co.za)**