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16 Kirkby Road, Bedfordview, Germiston

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Key Principles of Tendering Workshop

Johannesburg: In-Person Workshop: 25 August 2022 | 09h00-16h00

Save Big when you book two people to attend on our Special Rates!

This **Key Principles of Tendering Workshop** is a detailed presentation, 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 shares 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! Compliance is the name of the Game!

How to submit Responsive, Qualified & Valid Bids | Which Laws govern the tendering process | Understanding the Preferential Procurement Policy Framework Act (PPPFA) 2000 and the 2017 Regulations | How are tenders scored under the 90-10 and 80-20 Point Systems | What are the 3 x Tendering Committees and how do they evaluate and adjudicate tenders | What are the 5 x Pillars of Procurement and how you should comply to it | Defining the different Types of Bid Processes | What's the difference between Open vs Closed Tenders | Different Rand Value Thresholds between Request for Quotations (Purchases) and Tenders | What are Unsolicited Bids | What is a Two Envelope System and how to compile it | How to respond to request for Bid Extensions | How to avoid get listed on the Defaulters and Restricted Directors' Lists | What is required for Joint Ventures and its BBEE Requirements in tendering | How does a Bid get Evaluated and Adjudicated | What are the rules around Tender Cancellation and Re-invitation | How to Lodge Appeals, Objections and Disputes | What is the process for extending an existing tender contract | How to Access Tender Reports, Score Sheets and Minutes of Bid Committees | When is Industrial Participation applicable to a tender | What is Bid Collusion and how to avoid it | How to submit Alternative Offers and Alternative Bids | How the General Conditions of Contract (GCS) Impact on your Tender | Criminal Risk in Tenders through Fronting & Bid Collusion | Managing your Legal Liability | Tender Withdrawal: Allowed as the prerogative of the Organ of State | The Key Do's and Don'ts of Winning Tenders | What is B-BBEE Supplier Development in Tendering | How to Improve your BEE Score for Tendering |

Session 2: Sample Tender Document Completion Exercise | Invitation to Bid Form | Pricing the Tender | Pricing Schedule | Firm and No-Firm Prices | Pricing Services | Certificate of Authority for Partnerships | Joint Ventures/Consortiums | Preference Schedule | Contract Price Adjustment and/or Rate of Exchange Variation | Conflict of Interest Declaration | What is Cover Quoting | Declaration for Procurement above R10 Million | Industrial Participation Process for certain tenders | Contract Form of Offer and Acceptance | Declaration of Tenderer's Past Supply Chain Management Practices | Certificate of Independent Tender Determination | Rectifying Arithmetical errors, omissions and discrepancies | Making your Bid Responsive: The Five Criteria | Tax Compliance Requirements | Complying with Health and Safety Regulations | Tender Clarification Requests | Key Principles of a Service Level Agreement | Managing Risk in the tender | What are the General Conditions and Special Conditions of Contract | General Do's and Don'ts of Tendering | Court Cases on Tender Disputes | What to expect from the forthcoming Procurement Bill?

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



Tel. 087 702 8411 Cell. 082 496 1657 E-mail: gerrit@taranisco.co.za
16 Kirkby Road, Bedfordview, Germiston (Not the venue of the Training)
Certificates of Attendance Issued.

Key Principles of Tendering Workshop: Booking Form:

Workshop Date: In-Person: Johannesburg: In-Person Workshop: 25 August 2022 | 09h00-16h00

Rates:

- 1) Discount rate per single delegate: R3490.00 pp: Expires 7 days before the Workshop:
- 2) Standard Rates: R3990.00 per delegate:
- 3) R2000.00 Discount Offer: Pay only R9970.00 when you book 3 x people on the Standard Rates:

In-House Workshops: Kindly call us if our date does not suit your diary and we could arrange for an alternative one to conduct this workshop for your team. E-mail: gerrit@taranisco.co.za

Personal Details:

Name of Business / Organisation:			
Postal Address & Code:			
Office Tel:		Cell Phone 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:			
Full Names of Delegate 3:			
Full Names of Delegate 4:			
Full Names of Delegate 5:			
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 |

Contact: Gerrit on Cell. 082 496 1657 \ Kindly send this Booking Form to: gerrit@taranisco.co.za