



BUYOLO
BUSINESS | ADVISORY | SERVICES

Case Study 14

Training workshop in Tender Writing, Costing and Pricing for 30 to 40 delegates in George and Mossel Bay respectively

Client

Department of Economic Development and Tourism

Objectives

Provide delegates with tools and techniques in order to help them prepare and submit successful tender documents. Also, assist delegates to understand costing and pricing methods for their products and services.

Tactics employed

- Presented background information to the tender process
- Discussed basic tender steps
- Looked in detail at budget, assessments and costing as well as pricing

Outcomes

By the end of the workshop delegates had

- more information about the process of tendering
- better insight into costing methods and models
- Greater confidence about pricing methods and models