



BUYOLO
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Case Study 9

Training in Tender Writing, Costing and Pricing

Client

Small Enterprise Development Agency (SEDA)

Objectives

Provide delegates with tools and techniques, to prepare tenders and with samples of tenders in order to help them submit successful tender documents

Tactics employed

- Presenting background information to the tender process
- Discussing basic tender steps
- Looking in detail at budget, assessments and costing and pricing

Outcomes

By the end of the workshop delegates will have

- more information about the process of tendering
- better insight into costing methods and models
- more confidence about pricing methods and models their ability to submit quality tenders