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PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-002

Tender Evaluation

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Course content

Why Attend

Tender evaluation is a critical stage in procurement and project delivery where organizations select the most suitable contractor or supplier based on technical, commercial, and compliance criteria. Poor evaluation processes can lead to cost overruns, contractual disputes, and project failure. This course provides participants with a structured and practical approach to evaluating tenders fairly, transparently, and in line with international best practices. It is designed to enhance decision-making, ensure compliance, and improve value-for-money outcomes in procurement and contracting processes.

Course Methodology

This course combines procurement theory with hands-on evaluation exercises using real tender scenarios. Participants will review sample bids, apply scoring systems, and conduct technical and financial assessments. Group workshops will simulate tender committees and evaluation panels. Case studies from construction, oil and gas, and infrastructure projects will be used to demonstrate best practices and common pitfalls in tender evaluation.

Course Objectives

By the end of this course, participants will be able to:

- Understand the principles and stages of tender evaluation
- Develop transparent and objective evaluation criteria
- Evaluate technical and commercial bids effectively
- Apply weighted scoring and comparative analysis methods
- Identify compliant and non-compliant bids
- Manage procurement fairness and transparency requirements
- Reduce risks in contractor and supplier selection
- Improve decision-making in procurement processes



Course content

Target Audience

- Procurement and Purchasing Professionals
- Contract and Commercial Managers
- Project Managers and Engineers
- Tender Committee Members
- Supply Chain Professionals
- Consultants and Advisors involved in procurement

Target Competencies

- Tender evaluation and bid analysis
- Commercial and technical assessment skills
- Procurement governance and compliance
- Decision-making and analytical thinking
- Risk identification in supplier selection
- Documentation and reporting skills
- Fairness and transparency in procurement

Course outline

Day 1: Fundamentals of Tendering and Evaluation

- Overview of procurement and tendering process
- Types of tenders (open, selective, negotiated)
- Roles and responsibilities in evaluation committees
- Evaluation principles: fairness, transparency, objectivity
- Introduction to evaluation frameworks



Course content

Course outline

Day 2: Technical Evaluation of Bids

- Technical compliance assessment
- Understanding specifications and requirements
- Scoring methodologies for technical evaluation
- Identifying deviations and clarifications
- Risk assessment in technical proposals

Day 3: Commercial and Financial Evaluation

- Financial bid analysis and comparison
- Price evaluation methods and adjustments
- Total cost of ownership (TCO) approach
- Hidden costs and commercial risks
- Value-for-money assessment

Day 4: Evaluation Methods and Decision Making

- Weighted scoring systems and matrices
- Bid comparison techniques
- Normalization of bids
- Handling ambiguities and inconsistencies
- Preparing evaluation reports

Day 5: Advanced Practices and Tender Committee Simulation

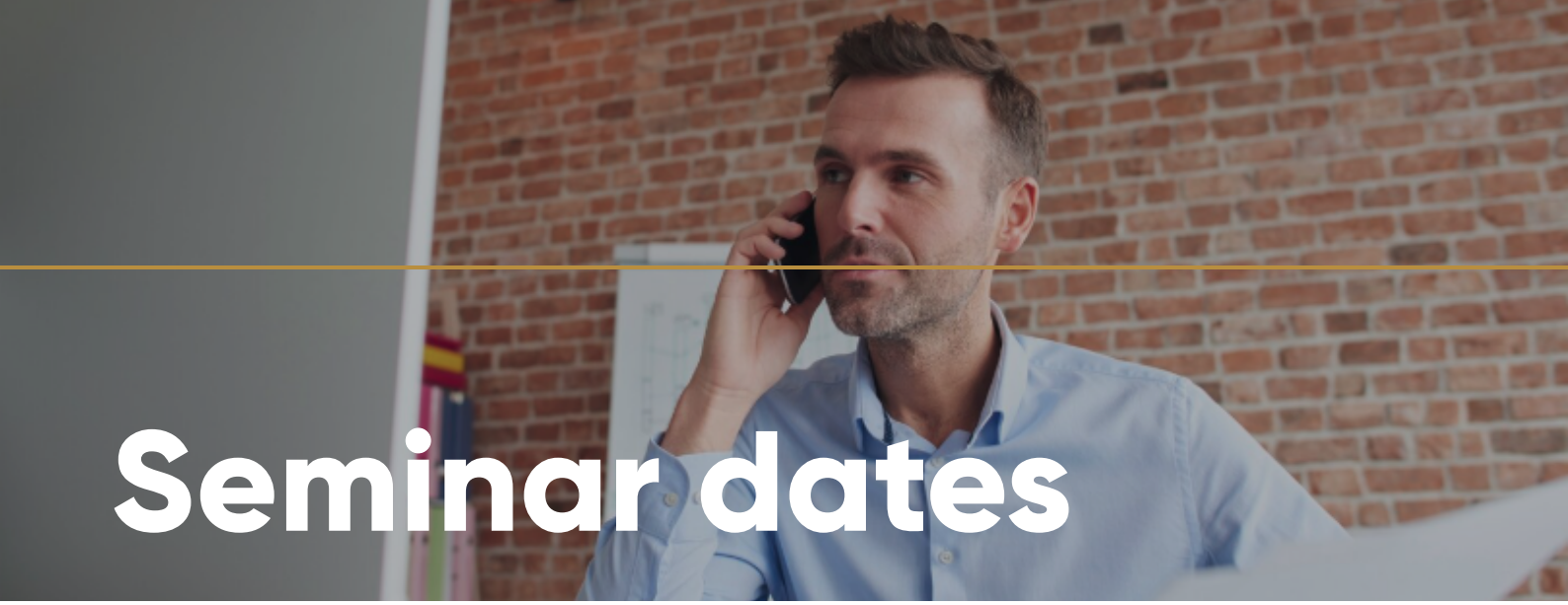
- Tender committee roles and governance
- Ethical considerations in tender evaluation
- Case studies of procurement failures and successes



Course content

Course outline

- Practical simulation: full tender evaluation exercise
- Final recommendations and award decision process



Seminar dates

Available seminar dates

Live dates and pricing for Tender Evaluation generated from the course details page.

Date	Location	Format	Fee
16 - 20 November 2026	Munich - Germany	Classroom	**€3,360.-**
7 - 11 December 2026	Amsterdam - Netherlands	Classroom	**€3,360.-**
21 - 25 December 2026	Istanbul - Turkey	Classroom	**€2,280.-**
18 - 22 January 2027	London - U.K	Classroom	**€3,360.-**
15 - 19 February 2027	Barcelona - Spain	Classroom	**€3,080.-**
15 - 19 March 2027	Istanbul - Turkey	Classroom	**€2,280.-**
19 - 23 April 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
17 - 21 May 2027	Paris - France	Classroom	**€3,600.-**
21 - 25 June 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 July 2027	London - U.K	Classroom	**€3,360.-**
16 - 20 August 2027	Munich - Germany	Classroom	**€3,400.-**
20 - 24 September 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
18 - 22 October 2027	Istanbul - Turkey	Classroom	**€2,280.-**
15 - 19 November 2027	London - U.K	Classroom	**€3,360.-**
20 - 24 December 2027	Barcelona - Spain	Classroom	**€3,080.-**

Live online option	Online delivery is available at €1,850.-.