

# aractech

Global Learning for Operational Leaders



PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-002

## Tender Evaluation

### Contact

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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

- 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

## Target Audience

- Procurement and Purchasing Professionals
- Contract and Commercial Managers
- Project Managers and Engineers
- Tender Committee Members

# Course outline

## Detailed course outline

Day-by-day outline for Tender Evaluation.

### 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

### 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

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### 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
- 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
18 - 22 May 2026	London	Classroom	€2,975
1 - 5 June 2026	Barcelona	Classroom	€2,695
8 - 12 June 2026	Istanbul	Classroom	€1,995
6 - 10 July 2026	Amsterdam	Classroom	€2,940
10 - 14 August 2026	Paris	Classroom	€2,695
14 - 18 September 2026	Barcelona	Classroom	€3,080
5 - 9 October 2026	London	Classroom	€3,150

### Live online option

Online delivery is available at €1,250.