JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Bid/No-Bid Decisions and Tender Pricing for Suppliers Training Course

11 – 15 January 2027
Dar es Salaam

Bid/No-Bid Decisions and Tender Pricing for Suppliers Training Course

Ref: 2769_105952 **Date:** 11 – 15 January 2027 **Location:** Dar es Salaam **Fees:** 5300 GBP

Bid/No-Bid Decisions and Tender Pricing for Suppliers is a 1-week training course for bid managers, estimators and commercial staff in supplier and contractor firms, built around a Bid Decision and Pricing File. Suppliers now face more invitations to tender than their teams can answer well, so choosing where to compete and pricing each submission with discipline protects margin and win rates. Jupiter Prime Training delivers the course with a bidder-side focus.

Why Bid/No-Bid Decisions and Tender Pricing Matters Now

Three forces shape bidding today. Buyers publish more opportunities through electronic portals, which multiplies the volume a supplier must screen. Evaluation criteria give growing weight to quality, social value and risk transfer, so the cheapest response rarely wins. A supplier that qualifies opportunities early, reads the evaluation weighting correctly and builds prices from cost drivers wins the contracts it wants; one that answers everything burns estimating capacity.

Who Gains Most from Bid/No-Bid Decisions and Tender Pricing

- Bid managers who coordinate the pursuit timetable
- Estimators who turn specifications and bills of quantities into priced schedules
- Commercial officers who review draft terms, liabilities and payment mechanisms
- Sales and account leads who bring customer intelligence into the opportunity assessment
- Technical writers who prepare method statements

A supplier's pursuit cell gains most when its bid manager, estimator and commercial reviewer attend together.

Bid/No-Bid Decisions and Tender Pricing Capabilities

Participants replace reactive bidding with a priced, scored pursuit portfolio.

- Score an opportunity against weighted qualification criteria — the go or walk-away recommendation to directors
- Build a cost-based price from labour, materials, overheads and contingency — the estimating sign-off
- Calculate the price-quality balance needed to win under a published weighting — the pricing strategy
- Test draft terms for liability, indemnity and payment exposure — the commercial risk register
- Design a compliance matrix that maps every tender requirement to a response owner — the submission timetable
-

Communicate clarification questions that reduce pricing uncertainty — the buyer's tender clarification log

Key Bid/No-Bid Decisions and Tender Pricing Terms

- Bid/no-bid gate — a decision point where a supplier commits pursuit resources or withdraws.
- Cost of pursuit — the internal expense of preparing a submission, recovered only by winning.
- Price-quality ratio — the weighting a buyer gives to price and to quality scores when ranking compliant tenders.
- Compliance matrix — a table linking each mandatory requirement to its response section and owner.
- Risk premium — an amount added to a price for uncertainties the supplier will carry.
- Abnormally low tender — a price a buyer may question or reject because it appears too low to deliver the stated scope.

Bid/No-Bid Decisions and Tender Pricing Day by Day

Day 1: The Supplier's Pursuit Portfolio

- Opportunity Pipeline Mapping — Which Sectors And Buyers Deserve Pursuit Capacity
- Customer And Incumbent Intelligence — Realistic Win Probability Before Committing Effort
- Reading The Invitation Pack — Scope, Lots, Weighting And Submission Rules
- Cost Of Pursuit Estimate — Whether The Prize Justifies Estimating Hours
- Capacity And Capability Fit — Delivery Resources Available If The Contract Is Won

Day 2: Qualifying the Opportunity

- Weighted Bid/No-Bid Scorecard — Consistent Go Or Walk-Away Recommendations
- Strategic Fit Versus Margin Test — Pursuing Contracts That Build The Order Book
- Competitor Positioning Grid — Where The Firm Can Outscore Rivals
- Teaming And Subcontract Options — Filling Capability Gaps Without Diluting Margin
- Executive Gate Briefing — Securing Director Approval For The Pursuit Budget

Day 3: Building the Tender Price

- Bottom-Up Cost Build — Labour, Plant, Materials And Overhead Recovery
- Contingency And Risk Premium Sizing — Pricing Uncertainty The Supplier Carries
- Price-Quality Ratio Modelling — The Price Position That Wins Under Weighting
- Payment Mechanism And Cash Flow Profile — Working Capital Across The Contract
- Abnormally Low Price Check — Defending The Tender Against Rejection

Day 4: Commercial Review and Compliance

- Draft Terms Exposure Review — Liability Caps, Indemnities And Liquidated Damages
- Compliance Matrix Construction — Every Mandatory Requirement Answered And Evidenced
- Clarification Question Strategy — Reducing Ambiguity Without Revealing Pricing Position
- Qualifications And Assumptions Schedule — What The Price Excludes Or Depends On
- Final Pricing Sign-Off Panel — Authority Levels For Submitting A Binding Offer

Day 5: Practising the Bid Decision and Pricing File

- Live Opportunity Scoring — Applying The Day 2 Scorecard To A Case Tender
- Case Cost Build And Risk Premium — Pricing A Facilities Or Construction Lot
- Peer Challenge Of Terms And Compliance — Testing The Draft Submission
- Post-Award Feedback Capture — Learning From Wins, Losses And Debriefs
- Bid Decision And Pricing File — Completing The Pack For Director Approval

Applying Bid/No-Bid Decisions and Tender Pricing After the Course

- Run the weighted bid/no-bid scorecard on every new invitation for one month and present the pursuit portfolio to directors.
- Rebuild the price of one recent lost tender bottom-up and compare its risk premium and price-quality position with the winning bid.

Bid/No-Bid Decisions and Tender Pricing Questions FAQ

What are bid/no-bid decisions and tender pricing, and why do they matter now?

They are the supplier's choice of which tenders to pursue and how to price them. They matter now because invitation volumes are rising and evaluation weightings reward quality and risk handling.

Which roles gain most from bid/no-bid decisions and tender pricing training?

Bid managers, estimators and commercial officers in supplier and contractor firms gain most. Sales leads and technical writers also benefit.

How does this bid/no-bid decisions and tender pricing course differ from buyer-side tender courses?

It is written from the bidder's side of the table. Buyer-side courses cover issuing documents and evaluation panels; this course covers qualifying opportunities, building a defensible price, reviewing draft terms and submitting a compliant offer.

What do you bring back from bid/no-bid decisions and tender pricing training?

You bring back a completed decision and pricing pack for one opportunity: a weighted scorecard, a bottom-up cost build with risk premium, a terms exposure review and a compliance matrix.

Bid/No-Bid Decisions and Tender Pricing: The Way Forward

The Bid Decision and Pricing File gives a supplier one record for each pursuit, from the first qualification score to the signed-off price. Its first use is the director gate on the next invitation, presented by bid managers and commercial reviewers. After the first award or loss, revisit the risk premium and scorecard weights against the buyer's debrief feedback.