MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

ADVANCED PROCUREMENT AND BID MANAGEMENT

"Driving Strategic Value, Cost Optimization, and Compliance Through Effective Procurement and Bidding"

Schedule

Date	Venue	Fees (Face-to-Face)
24 – 28 Aug 2026	Dubai – UAE	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Procurement and bid management play a critical role in achieving organizational value, cost efficiency, transparency, and risk mitigation. In today's complex supply chain environment, organizations must move beyond transactional purchasing to adopt strategic procurement and structured bid management practices that support long-term business objectives.

This intensive 5-day training provides participants with advanced knowledge and practical tools to manage the full procurement lifecycle—from sourcing strategy and tender preparation to bid evaluation, contract award, and supplier performance management. The program integrates global best practices, case studies, and hands-on workshops to enhance procurement effectiveness and bid governance.

Objectives

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

- Develop and implement strategic procurement and sourcing plans
- Manage competitive bidding and tendering processes effectively
- Prepare high-quality bid and tender documents
- Conduct transparent bid evaluation and supplier selection
- Mitigate procurement risks and ensure compliance
- Negotiate contracts and manage supplier performance

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Why Attend

- Strengthen strategic procurement and sourcing capabilities
- Improve bid management efficiency and governance
- Reduce procurement costs and commercial risks
- Enhance transparency and compliance in tendering
- Learn advanced negotiation and contract management skills
- Increase value creation through effective supplier management

Target Audience

This program is designed for:

- Procurement and purchasing managers
- Supply chain and logistics professionals
- Contract and commercial managers
- Tendering and bid management teams
- Project managers involved in procurement
- Public and private sector procurement professionals

Individual Benefits

Key competencies that will be developed include:

- Advanced procurement planning and sourcing skills
- Expertise in bid and tender management
- Improved negotiation and commercial decision-making
- Stronger contract and supplier management capabilities
- Enhanced risk management and compliance knowledge
- Professional growth in procurement and supply chain roles

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved procurement efficiency and cost control
- Transparent and compliant bidding processes
- Reduced contractual disputes and procurement risks
- Stronger supplier relationships and performance
- Better value-for-money outcomes
- Enhanced governance and accountability

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Advanced procurement strategies, sourcing models, and bid governance frameworks
- Case Studies – Real-world procurement and tendering scenarios
- Workshops – Hands-on tender preparation, bid evaluation, and negotiation exercises
- Peer Exchange – Group discussions on procurement challenges and best practices
- Tools – Procurement templates, bid evaluation matrices, and contract checklists

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Course Outline

Detailed 5-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules Coffee Breaks: 09:30 & 11:15 Lunch Buffet: 01:00 – 02:00

Day 1: Strategic Procurement and Sourcing

Module 1: Procurement's Strategic Role (07:30 – 09:30)

- Evolution of procurement
- Value creation and alignment with business strategy

Module 2: Spend Analysis and Category Management (09:45 – 11:15)

- Spend visibility and analysis
- Category strategy development

Module 3: Sourcing Strategies and Market Analysis (11:30 – 01:00)

- Supplier market assessment
- Make-or-buy decisions

Module 4: Workshop – Procurement Strategy Development (02:00 – 03:30)

- Developing a sourcing and procurement plan

Day 2: Tendering and Bid Preparation

Module 1: Tendering Methods and Procedures (07:30 – 09:30)

- RFQ, RFP, and ITT processes
- Public vs private sector tenders

Module 2: Preparing Tender Documents (09:45 – 11:15)

- Technical and commercial requirements
- Evaluation criteria and compliance

Module 3: Legal and Ethical Considerations (11:30 – 01:00)

- Procurement ethics and transparency
- Regulatory compliance

Module 4: Workshop – Tender Document Development (02:00 – 03:30)

- Drafting effective bid documents

Day 3: Bid Evaluation and Supplier Selection

Module 1: Bid Opening and Evaluation Processes (07:30 – 09:30)

- Technical and commercial evaluation methods

Module 2: Supplier Due Diligence and Risk Assessment (09:45 – 11:15)

- Financial, operational, and ESG risks

Module 3: Cost Analysis and Value Assessment (11:30 – 01:00)

- Total cost of ownership (TCO)
- Value-for-money analysis

Module 4: Workshop – Bid Evaluation Simulation (02:00 – 03:30)

- Applying evaluation matrices and scoring

Day 4: Negotiation and Contract Management

Module 1: Negotiation Strategies and Techniques (07:30 – 09:30)

- Win-win negotiation approaches

Module 2: Contract Formation and Key Clauses (09:45 – 11:15)

- Commercial and legal risk clauses

Module 3: Contract Administration and Compliance (11:30 – 01:00)

- Managing variations and claims

Module 4: Workshop – Negotiation Role Play (02:00 – 03:30)

- Practical negotiation exercises

Day 5: Supplier Performance and Continuous Improvement

Module 1: Supplier Relationship Management (07:30 – 09:30)

- Performance measurement and KPIs

Module 2: Managing Supplier Risks and Disputes (09:45 – 11:15)

- Issue resolution and escalation

Module 3: Procurement Performance and Audits (11:30 – 01:00)

- Procurement KPIs and governance

Module 4: Course Review and Action Planning (02:00 – 03:30)

- Key takeaways and implementation roadmap

Certification

Participants will receive a Certificate of Completion in Advanced Procurement and Bid Management, validating their advanced knowledge and practical competence in strategic procurement, tendering, bid evaluation, and supplier management.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

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