
European tenders: detection of opportunities and preparation of winning offers

Programme

Brussels, 23rd and 24th May of 2019

09:00 AM-13:00 PM

The course will be both practical and theoretical

Thursday 23rd May:

1. Introduction to the international bidding market: Concepts and keys

- What is a multilateral tender?
- The great transversal principles
- Phases of all projects and business opportunities for my company in each phase.
- Market size and actors
- Advantages and difficulties

2. The European Union as a contracting party for goods, works and services

- Rules and procedures
- Tenders by EU institution
- TED : Tenders Electronic Daily

3. Identification and selection of opportunities

- Before we start looking for opportunities: we have to check if our company can participate
 - Size
 - Economic results
 - International experience
 - Market niche

- Where to find opportunities?
- How to make a selection?
 - Selection criterio
 - Selection Methodology

4. The legal documentation

5. How to respond to a tender announcement

6. EOI: Expression Of Interest + 1 practical case (EOI)

Friday 24th May:

7. Searching for experts and consortium partners

8. How to prepare technical and economic offers

9. Contract Award

- Procedures
- Negotiation
- Recommendation

+ practical case of tender