
Tender Management and Bid Evaluation

18 – 22 April 2027
Kuala Lumpur





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Ref: 1508_4076 **Date:** 18 – 22 April 2027 **Location:** Kuala Lumpur **Fees:** 4000 GBP

Tender Management and Bid Evaluation is a five-day tender and bid evaluation course delivered by Mars Training Centre across its international network — in London, Dubai, Jeddah, Doha, and Kuwait — designed for procurement managers, commercial leaders, and senior buyers responsible for the integrity of competitive sourcing processes.

A tender is the most visible commercial process in any organisation. It is also the process most often challenged — by losing bidders, by audit, by regulators, and by senior management when results disappoint. Senior procurement professionals need to design tenders that produce defensible outcomes, evaluate bids rigorously, and run a process that holds up under scrutiny from every angle. That is a discipline, not an instinct, and it depends on a clear methodology applied consistently across the procurement lifecycle.

Across five focused days, you will work through the tender process from sourcing strategy through to award and debrief. The week covers tender design, document preparation, bid evaluation methodology, scoring discipline, and the legal and probity frameworks that govern competitive procurement in the United Kingdom and internationally. You leave with a personal action plan and a working tender playbook calibrated to your organisation.

What You Will Learn

By the end of this programme, you will be able to:

- Select the appropriate sourcing route and tender method for a given category.
- Design tender documents that produce comparable, defensible bids.
- Build evaluation criteria, scoring models, and weightings rigorously.
- Run pre-tender market engagement and supplier qualification.
- Manage the tender process from issue through clarifications to receipt.
- Evaluate technical and commercial bids using a structured methodology.
- Conduct bid normalisation and total cost evaluation.
- Manage the legal, probity, and audit aspects of competitive tenders.
- Conduct supplier debriefs and respond to challenge.
- Lead a tender process under public-sector or regulated procurement rules.

How You Will Benefit

You will leave with a defensible, repeatable approach to running competitive tenders, a working playbook calibrated to your organisation's spend, and a Mars Certificate of Completion.

Your organisation will gain a tender leader who produces audit-ready procurement outcomes, reduces challenge risk, and delivers better awards through tighter evaluation discipline.



Who This Programme Is For

This programme is designed for procurement and commercial professionals, including:

- Procurement Managers and Heads of Procurement
- Senior Buyers and Category Managers
- Commercial Managers leading competitive sourcing
- Contract Managers responsible for award processes
- Public-sector procurement leads
- Capital project procurement and commercial leaders
- Finance directors with procurement oversight
- Internal auditors covering procurement

The seniority floor is manager level and above.