

Training People,
Training Companies,
Training Futures



Build Your Company's Profit Potential

By Strengthening your
Procurement Team
Bid To Win



Streamline Costs

Winning work needs a new pattern of thought.

Clients still assess technical capability when looking for a long term partner, but when faced with a long line of competent contractors, how do they make a decision?

Today's clients are looking for the things that make your company stand out from the competition!

A contractor that is visibly empowering their people; focussed on the client's needs and not their own; and has a clear vision of success for the company, client and supply chain alike; will certainly come up on the client's selection radar - **and yet this is where most companies let themselves down.**

Contractors are missing valuable opportunities to win work, by failing to recognise the opportunity to promote themselves to clients at both PQQ and interview stage. This doesn't mean a need for a slick 'sales and marketing' approach - quite the opposite, what it does require, is a contractor that is familiar with the 'new' language of contracting in order to understand what the client is looking for and provide them with it.

NFB Training has developed a portfolio of business development solutions that give insight into the key issues that clients, contractors and suppliers face in the market place today.

Each programme provides practical tools and techniques needed to understand and implement successful strategies to win work.

Our programmes are delivered by industry professionals and include useful concepts, case studies, group exercises and discussion.



Increase Efficiency

Bid to Win 'The Clinic' - 2 Day Course

Who Should Attend?

This programme is suitable for employees, managers and senior managers with responsibilities for identifying and winning new work.

Aims

This interactive 2 day workshop, aimed at individuals from small to medium sized contractors, will provide you with tools, techniques and simple but powerful actions to enable your future bids to be winning bids.

Objectives

Having completed **Workshop One** you can expect to come away with:

- an understanding of real customer needs and drivers,
- an appreciation of the importance of visibly evidencing your real capability,
- an understanding of the bidding process,
- the tools to develop your own bid strategy,
- techniques to completing successful PQQs.

Workshop Two will provide you with:

a practical understanding of a 'Project Execution Plan', insight into completing the 'Detail Project/Framework Proposals', an understanding of the practical and proven techniques for:

- 'matching and mapping',
- involving your team,
- style, approach & presentation,
- providing real evidence,
- successful interview and presentation techniques,
- an appreciation of the 'client's perspective'.



Successful Strategies

Bid to Win 'Master Class' - 4 Day Course

Who Should Attend?

This programme is suitable for employees, managers and senior managers with responsibilities for identifying and winning new work.

Aims

Successful bids are those developed and presented by effective teams. This comprehensive 4 day programme focuses on empowering your bid team, and thereby improving their effectiveness.

Objectives

Workshop One - To bid or not to bid?

- really understanding your customer - their specific needs and their true drivers,
- learn how to use the tried and tested Project Appraisal System (PAS) to decide if the project is right for you and your company.

Workshop Two - The PQQ: Getting a foot in the door.

- optimise your PQQ scoring capability,
- identify 'the good, the bad and the ugly' in PQQs,
- develop evolving PQQ blocks that can be used again and again.

Workshop Three - The detailed bid: Getting beyond the obvious.

- you will be given instruction on the best way to approach completing 'The Project Execution Plan',
- plan and detail project/framework proposals,
- this will include practical and proven techniques on:
 - 'matching and mapping',
 - using the team to build the bid and making best use of resource,
 - style, approach and presentation,
 - providing real evidence - qualitative and performance,
 - non-compliant bids and never underbidding.

Workshop Four - Interview and presentation: The winning stroke.

- essential techniques to delivering presentations, identifying the essential 'must do's',
- avoiding the potential pitfalls,
- a mock tender interview,
- opportunity to learn from peers' successes and mistakes.

Delegates can attend all four workshops as a comprehensive programme or alternatively on an individual basis to suit specific needs.

Practical Tools & Techniques

Bid to Win 'Mentoring'

Whether your company is a 'seasoned player', or a 'rookie' trying to enter in to a new market place, a bespoke approach will give tailored solutions to your company's specific requirements.

We have a range of tried and tested mentoring techniques that could streamline your procurement processes and empower your team.

What Can I Expect?

Initially, a 'diagnostic' discussion will take place with key individuals within your business. This will enable us to establish the company's requirements and current systems of procurement/bid management, giving insight into how we can best assist you. We will then look to agree an outline proposal and price based on your specific requirements.

The training is very much what you want it to be. Here are a couple of examples of solutions we've provided for our customers:

- a company asked for assistance with Pre-Qualification Questionnaires (PQQ's). It was quickly established that there was an opportunity to incorporate a real-

life tender into their training. The company therefore benefited from tangible solutions and tools to real problems, as well as the opportunity to win work.

- Having recently won a partnering framework, the company wanted to integrate the individual project teams from the Client, Contractor and Main Sub-Contractors - the intention was to bring about a true collaborative approach to the project. The company was extremely pleased with the way in which the training had 'broken the ice' between people working together for the first time. It brought about common understanding as well as developed strong working relationships right from the start. This was invaluable to the success of the project.



Build Profitable Relationships

Collaborative Working & Supply Chain Management

Contractors are now under increasing pressure to understand and deliver Supply Chain Management & Collaborative Working. Partnering and SCM are being used extensively by public and private sector clients and main contractors. Real benefits can only be achieved if collaboration extends beyond the main contractor.

NFB Training is providing a series of 5 one-day workshops to help your staff understand the fundamentals of partnering, supply chain management, and collaborative working.

Who Should Attend?

This programme is suitable for employees, managers and senior managers involved or looking to become involved with partnering and supply chain management.

Aims

To understand the principles of partnering through the supply chain including changing behaviour, integrated design management, understanding value and cost, partner selection, continuous improvement and performance measurement.

Objectives

Workshop One: Identifying what clients really want - the need for change.

This first workshop sets the training in context by identifying how clients' needs are changing (this is drawn from extensive experience/examples within the industry) and how these requirements are driving the need for change in the way in which construction projects are delivered.

Workshop Two: Understanding Collaborative Working in the Supply Chain.

This workshop deals with the importance of collaborative working and how to implement it effectively within supply chains.

Workshop Three: Selecting an Effective Supply Chain.

Explains how to select an effective supply chain, including identifying what is important to the organisation's clients, how to develop relevant selection criteria and measure performance.

Workshop Four: Developing Integrated Teams.

This workshop suggests how to make supply chains effective once they have been selected. The workshop outlines the characteristics of integrated supply chains, team structure and how to manage risk effectively.

Workshop Five: Managing Cultural Change

Selecting and managing effective supply chains requires a significant change in attitude and culture. This workshop explains how to approach this process effectively and how to lead cultural change to generate improved results through working collaboratively with carefully selected supply chains.

What our customers have to say?

"The training has been extremely useful. We have won a substantial project based on a submission and interview. During a single one hour session we were able to identify a number of improvements to take to our next PQQ. We have already used techniques that you explained and introduced to us, and expect this to continue. I consider the ideas you presented to be very relevant and helpful, and I think the sessions had a great value to us as a business".

**Ken Rawe, Business Improvement Manager,
Shaylor Construction**

"We've been involved in the Bid To Win Masterclass as we see training as crucial for our future development. NFB Training recognise this too. They appreciate our needs and provide tailored solutions. I'd recommend them to any fast-growing construction business."

Vernon Carter, WM Anelay Ltd

We enrolled on the Bid To Win Masterclass to enable us to upgrade the way we present ourselves to clients, both in terms of our Prequalification submissions, and at interview. We have identified significant areas where we are unwittingly underselling ourselves. We are now in a position to compete with the very best in this regard."

Keith Caygill, Walter Thompson Ltd




Build your team and profits by:

- ✓ evaluating potential markets
- ✓ streamlining costs
- ✓ increasing efficiency
- ✓ better prepared comprehensive bids
- ✓ receiving actual client input at interview stage
- ✓ providing a better service to your customers
- ✓ empowering your staff with an understanding of the principles, tools and techniques

Find out more

 Click onto www.nfbtraining.co.uk

 Or contact the training team on **0845 057 0041/2**



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