



Bidmaster Training

SPECIALIST

Bid Capability - Developing the Proposition
Course Overview

The BiD Masters training programme commences with the Fundamentals course, which aims to ensure a clear understanding of the common basics of the bidding profession. This feeds into specialist training in the four key areas: Bid Management; Bid Communications; Bid Capability and Bid Knowledge Management. These courses will equip you with the professional knowledge, skills and behaviours required to succeed in your chosen role within the profession.

Who will benefit from the Bid Capability course?

This course is designed for those whose role involves preparing the technical, programme, commercial and financial solutions to meet the defined requirements. Typical role titles include Solution Architect and Subject Matter Experts.

How is this course delivered?

The Bid Capability course consists of a single module called Developing the Proposition, which is delivered via engaging video training content and a virtual bid room simulation with industry experts. The content is available on-demand 24/7 to provide flexibility. The course is 100% online.

DEVELOPING THE PROPOSITION

Overview

This module is focussed on how to develop individual solutions to the requirements set out in the solicitation document and how to combine these into a cohesive proposition that is balanced to produce the highest score.

Successful completion of this module and course entitles learners to the title of Certified Bidmaster.

Module Curriculum

The course includes:

- Shaping requirements
- Proposition outline
- ITT analysis and dissection
- Requirements – explicit and tacit
- External Influencers
- Workshops
- Discriminators
- Evidence
- Estimating
- Reviewing

What is the time commitment?

The time commitment for completion of this module is self-paced, but a minimum of 2-3 hours should be allowed.

Post course practice

Following successful completion of the training, you will be invited to practice your new found skills in one of our Virtual Bid Room experiences.

FAQs

Do I receive a certificate after completing this training?

Yes. On successful completion of any of the BiD Masters' specialist courses, learners are awarded a Bidmasters Certificate.

Is this course CPD Certified?

Yes. This course has been independently as conforming to universally accepted Continuous Professional Development (CPD) guidelines and comes with a Certified CPD Statement as well as a Bidmasters Certificate.

Can I fit the course around my schedule?

This course is designed as self-paced learning. Each video is between 4 and 10 minutes long. You can start and stop in line with your commitments. Although we recommend completing the course in one sitting to provide continuity, we understand this is not always possible and different people learn in different ways. The Virtual Bid Room Simulation is completed online in our virtual environment. We have scheduled multiple sessions that can be booked to suit your preferred timeline.

What devices can I access the course material on?

This is a fully online course. You will need to be able to play videos with sound. An internet connection is required to access the course. For the sessions held in the virtual environment, you will need a microphone so you can communicate with your colleagues and trainer in the bid room. It is possible to access the course from any internet-capable device, but we recommend a tablet, laptop or desktop computer to ensure the optimal experience.

Can I do more than one Specialist Course?

Yes. If you complete all four Specialist Courses, you are considered a Senior Bidmaster.

[Register for this Course](#)