

Bid Lifecycle Skills Who Should Attend?

It takes many different skillsets to put together a winning bid. In our opinion it is essential that all key stakeholders and contributors are trained in bid and proposal best practice, regardless of their core competence. The table below details by role who should attend the Bid Lifecycle Skills training.

	Bid Managers & Capture Managers	Proposal Managers & Writers	Subject Matter Experts / Contributors	Senior Managers & Stakeholders	Sales & Business Development
Customer Requirement Identified	Core Skills	Recommended for Senior Level Roles			Recommended
Opportunity Pipelined	Core Skills	Recommended for Senior Level Roles			Strongly Recommended
Initial Qualification Bid Go - No Go	Core Skills	Recommended for Senior Level Roles		Recommended	Recommended
Bid Resource Allocation	Core Skills	Recommended for Senior Level Roles		Recommended	
Value Proposition Development	Core Skills	Recommended for Senior Level Roles	Strongly Recommended	Recommended	Strongly Recommended
Marketing Strategy	Core Skills	Recommended for Senior Level Roles		Recommended	Strongly Recommended
Pre Proposal Planning	Core Skills	Recommended for Senior Level Roles			
PQQ/RFI Submission	Core Skills	Recommended for Senior Level Roles			
RFP/ITT Submission	Core Skills	Recommended for Senior Level Roles			
Presentations	Core Skills	Recommended for Senior Level Roles		Recommended	Strongly Recommended
Clarifications	Core Skills	Recommended for Senior Level Roles		Recommended	Strongly Recommended
Negotiation	Core Skills	Recommended for Senior Level Roles		Recommended	Strongly Recommended
Award	Core Skills	Recommended for Senior Level Roles			
Transition & Contract Delivery	Core Skills	Recommended for Senior Level Roles	Recommended		
Contract Renewal Strategy	Core Skills	Recommended for Senior Level Roles		Recommended	Strongly Recommended

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Proposal Phase

	Bid Managers & Capture Managers	Proposal Managers & Writers	Subject Matter Experts / Contributors	Senior Managers & Stakeholders	Sales & Business Development
Kick-Off	Core Skills	Core Skills	Recommended	Recommended	Strongly Recommended
Win Strategy	Core Skills	Core Skills		Recommended	Strongly Recommended
Storyboarding & Proposal Writing	Recommended	Core Skills	Strongly Recommended	Recommended	Strongly Recommended
Solution Design	Core Skills	Core Skills	Strongly Recommended		
Commercial Strategy	Core Skills	Core Skills		Recommended	Strongly Recommended
Review & Approvals	Core Skills	Core Skills	Strongly Recommended		Recommended
Production & Delivery	Recommended Senior Level Roles	Core Skills			
Learning Review	Core Skills	Core Skills	Recommended	Recommended	Recommended