



Bidding 101:

A Beginner's Guide to Winning Contracts

Thursday & Friday, August 27 & 28 | 10 – 11:30 a.m.

WEBINAR

Elevate your bidding strategy, exceed customer expectations, and position yourself for success! Join us for an exciting deep dive into winning bid strategies that will give you the edge in today's competitive market!

Topics include:

Class One | Thursday, August 27

- ✓ Understand bid types
- ✓ RFI, RFQ, RFP, & IFB
- ✓ Understand contract types

Class Two | Friday, August 28

- ✓ Learn how to deconstruct a bid package
- ✓ Prepare a compliant & responsive proposal
- ✓ Understand the post-award dos & don'ts

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