



Strategic Government Tendering & Procurement Systems Training Course

26 - 30 Oct 2025
Athens



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Ref.: 103600372_57737 **Date:** 26 - 30 Oct 2025 **Location:** Athens **Fees:** 6700 **Euro**

Course Overview:

The Strategic Government Tendering & Procurement Systems Training Course provides participants with an integrated approach to mastering the government procurement system. The program covers all critical aspects of public procurement processes including the tendering and bidding process, vendor registration and selection, eTendering systems, and procurement compliance training. With a strong focus on real-world case studies and international practices, the course enhances participants' capacity to design, implement, and monitor public procurement activities that are legally compliant, transparent, and competitive.

This public procurement course equips professionals with hands-on skills to manage procurement documentation, define tender evaluation techniques, and navigate procurement laws and regulations. Participants will also explore digital transformation in procurement through electronic tendering systems, learn strategies for avoiding common pitfalls, and understand how to optimize procurement for value and efficiency.

Drawing from key principles outlined in national procurement laws and global standards, this government tenders training course is ideal for institutions seeking to improve governance, accountability, and performance in public procurement operations.

Target Audience:

- Government procurement officers and specialists
- Tender and bid evaluation committee members
- Legal and compliance officers in public institutions
- Public sector project managers
- Contract administrators and vendor managers
- Procurement advisors and consultants

Targeted Organizational Departments:

- Procurement and contracts department
- Legal and regulatory affairs
- Compliance and risk management
- Auditing and performance review
- Project management and engineering

Targeted Industries:

- Government ministries and public sector institutions
- Infrastructure and construction
- Healthcare and public health agencies
- Defense and security procurement
- Transportation and utilities
- Education and non-profit organizations

Course Offerings:

By the end of this course, participants will be able to:

- Understand and apply procurement laws and regulations
- Prepare and manage government tenders and procurement documentation
- Execute fair and competitive vendor registration and selection processes
- Utilize eTendering systems to enhance transparency and efficiency
- Conduct detailed bid assessments using appropriate tender evaluation techniques
- Implement risk-based procurement compliance strategies
- Identify and address common issues in the tendering and bidding process
- Improve procurement outcomes through better planning and monitoring

Training Methodology:

This training course uses an interactive, competency-based approach. It includes a mix of expert-led sessions, real-world case study analysis, and small group activities. Participants will work on practical exercises such as drafting procurement plans, scoring technical and financial bids, and simulating contract negotiation scenarios. Interactive workshops on eTendering systems and vendor registration tools will be included to reflect the current digital procurement environment.

Sessions are supported by group discussions, knowledge checks, role-playing, and instructor feedback. Participants will also develop post-training action plans for real workplace application. The methodology ensures a balance between theoretical grounding and operational execution in public procurement systems.

Course Toolbox:

- Procurement planning templates
 - Tender document development checklists
 - Bid scoring and evaluation forms
 - Sample contract clauses and negotiation guides
 - Public procurement legal references and regulation summaries
 - Access to the eTendering system simulation during training
- Note: Tools are presented as models and examples for learning purposes.

Course Agenda:



Day 1: Foundations of Government Procurement

- **Topic 1:** Government procurement systems and legal frameworks
- **Topic 2:** Principles of transparency, competition, and fairness
- **Topic 3:** Stakeholders' roles and responsibilities
- **Topic 4:** Procurement lifecycle phases and objectives
- **Topic 5:** Introduction to eTendering systems and digital portals
- **Topic 6:** Institutional setup and procurement governance
- **Reflection & Review:** Lessons from global and regional procurement models

Day 2: Strategic Planning and Tender Preparation

- **Topic 1:** Conducting needs assessments and procurement forecasting
- **Topic 2:** Preparing technical specifications and terms of reference
- **Topic 3:** Structuring evaluation criteria and scoring models
- **Topic 4:** Vendor registration and prequalification procedures
- **Topic 5:** Public procurement methods and thresholds
- **Topic 6:** Ethical procurement and conflict of interest management
- **Reflection & Review:** Peer review of sample tender documentation

Day 3: Managing the Tendering and Bidding Process

- **Topic 1:** Advertising tenders and managing queries
- **Topic 2:** Receiving and opening bids manual vs. electronic
- **Topic 3:** Technical and financial bid evaluations
- **Topic 4:** Applying tender evaluation techniques and scoring sheets
- **Topic 5:** Use of procurement committees and review protocols
- **Topic 6:** Handling appeals, disputes, and suspension periods
- **Reflection & Review:** Mock evaluation panel and lessons learned

Day 4: Awarding and Managing Contracts

- **Topic 1:** Awarding decisions and vendor notifications
- **Topic 2:** Contract negotiation tactics and legal safeguards
- **Topic 3:** Contract types, clauses, and documentation essentials
- **Topic 4:** Performance monitoring, KPIs, and SLA enforcement
- **Topic 5:** Managing contract amendments and variations
- **Topic 6:** Supplier performance reviews and dispute resolution
- **Reflection & Review:** Case study on contract risk and performance



Day 5: Procurement Risk, Compliance, and Innovation

- **Topic 1:** Procurement risk identification and control measures
- **Topic 2:** Compliance audits and legal enforcement mechanisms
- **Topic 3:** Anti-corruption policies and transparency protocols
- **Topic 4:** Data-driven procurement and analytics tools
- **Topic 5:** Continuous improvement and reform initiatives
- **Topic 6:** Best practices for sustainable and strategic procurement
- **Reflection & Review:** Action planning and final knowledge check

FAQ:

What specific qualifications or prerequisites are needed for participants before enrolling in the course?

There are no specific prerequisites, though it is recommended that participants have experience or responsibilities in procurement, legal, or compliance functions.

How long is each day's session, and is there a total number of hours required for the entire course?

Each day's session is generally structured to last around 4-5 hours, with breaks and interactive activities included. The total course duration spans five days, approximately 20-25 hours of instruction.

What is the difference between vendor prequalification and postqualification in public procurement?

Prequalification is conducted before submitting bids to ensure suppliers meet minimum standards. Postqualification occurs after bids are evaluated to confirm the winning supplier's capacity.



How This Course is Different from Other Strategic Government Tendering & Procurement Systems Training Courses:

This course offers a unique blend of strategic insight and hands-on practicality. Unlike standard procurement workshops that focus only on regulations, this program immerses participants in the full government procurement system. It covers every stage, from planning to contract closure, while integrating the use of eTendering systems and digital procurement practices.

The training emphasizes the tendering and bidding process, procurement compliance training, and the use of real-world tender evaluation techniques through guided exercises. Participants receive sample tools, checklists, and templates to use in their organizations.

What sets this course apart is the use of role-plays, evaluation simulations, and post-training action planning to ensure that participants can apply what they've learned immediately. Whether you're modernizing your public sector procurement strategy or seeking to improve operational efficiency, this public procurement course bridges theory and implementation effectively.

Note: This course shares insights and frameworks only; it does not provide proprietary software or tools.



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Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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CONTACT US

 UAE, Dubai Investment Park First

 +971585964727
+447700176600

 sales@agile4training.com