

# Technical Specifications and Proposal Evaluation Training Course

11 – 15 January 2027
Istanbul

AGILE LEADERS
Training Center

# Technical Specifications and Proposal Evaluation Training Course

**Ref:** 2111_254583 **Date:** 11 – 15 January 2027 **Location:** Istanbul **Fees:** 4500 Euro

## Overview

Technical Specifications and Proposal Evaluation Training Course is a one-week course for procurement professionals, engineers, technical evaluators, project managers, and committee members who leave with a Specifications and Technical Evaluation Toolkit. Participants convert needs into measurable requirements, select specification styles, design evaluation criteria, test proposal evidence, control clarifications, and document recommendations. The course addresses ambiguous requirements, inconsistent scoring, and weak audit trails across goods, works, and services. Agile Leaders Training Center delivers this course in technical specifications and proposal evaluation.

## Who Should Attend

- Procurement teams responsible for tender documents and evaluation governance
- Engineering teams responsible for defining technical requirements and acceptance evidence
- Evaluation committees responsible for compliance checks, scoring, and recommendations
- Project teams responsible for aligning specifications with delivery needs
- Commercial teams responsible for bidder comparability and decision records

The course assumes participants contribute to specifications or evaluations and leaves out legal advice, contract drafting, and basic procurement terminology.

## Departments and Industries

The course supports departments and industries that procure technically defined goods, works, and services.

- Procurement, contracts, and supply chain functions
- Engineering, construction, and infrastructure delivery
- Technology, telecommunications, and digital services
- Healthcare operations and laboratory services
- Manufacturing, utilities, and facilities management

## Learning Objectives

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

- Analyze needs and convert them into measurable technical requirements.
- Compare performance, functional, and prescriptive specification approaches.
- Build proportionate compliance and weighted evaluation criteria.
- Apply scoring rules consistently to proposal evidence.
- Diagnose bias, conflicts, ambiguity, and clarification risks.
- Evaluate findings and produce a traceable recommendation.

## Course Agenda

### Day 1: Define Technical Requirements

- Needs-to-Requirements Traceability Matrix
- Functional and Performance Requirement Method
- Prescriptive Specification Decision Guide
- Mandatory and Desirable Requirement Register
- Technical Requirement Quality Checklist

### Day 2: Draft Comparable Specifications

- Specification Structure and Clause Map
- Measurable Acceptance Criteria Template
- Standards and Equivalence Reference Protocol
- Whole-Life Performance Requirement Canvas
- Specification Review and Ambiguity Log

### Day 3: Design the Evaluation Method

- Pass-Fail Compliance Matrix
- Weighted Technical Criteria Model
- Scoring Scale and Evidence Anchor Guide
- Criterion Weighting and Sensitivity Test
- Evaluator Conflict and Bias Control Declaration

### Day 4: Evaluate and Document Proposals

- Independent Evaluator Score Sheet
- Consensus Moderation Record
- Bidder Clarification Control Log
- Proposal Variance and Comparability Table
- Technical Evaluation Recommendation Report

## Day 5: Practice the Evaluation Decision

- Suggested Exercise: Repair an Ambiguous Specification
- Suggested Exercise: Build a Compliance Matrix
- Suggested Exercise: Score Competing Technical Proposals
- Suggested Exercise: Moderate Scores and Clarifications
- Capstone Exercise: Complete a Specifications and Technical Evaluation Toolkit

## Practical Exercises

The course uses suggested activities based on fictional equipment, construction, technology, and service procurements.

- Suggested activity: rewrite unclear requirements as measurable performance, functional, or prescriptive statements.
- Suggested activity: design mandatory checks, weighted criteria, scoring anchors, and evidence expectations for a tender.
- Suggested activity: score two proposals independently, moderate differences, and record controlled clarifications.
- Suggested activity: prepare a recommendation report with a traceable link from requirements to evaluation findings.

## FAQs

### Who suits technical specifications and proposal evaluation training, and what does it assume?

Technical specifications and proposal evaluation training suits professionals who define requirements, prepare tender documents, assess technical submissions, or govern evaluation decisions. It assumes exposure to procurement or project documentation.

### How does technical proposal evaluation differ from general procurement training?

Technical proposal evaluation concentrates on specifications, evidence, compliance, criteria, scoring, clarifications, comparability, and recommendation records. General procurement training usually surveys sourcing and contracting across a broader lifecycle.

### What makes a technical specification measurable?

A measurable technical specification states the required function, performance, conditions, limits, verification method, and acceptance evidence clearly enough for suppliers to respond and evaluators to compare.

## When should evaluators use pass-fail criteria or weighted scoring?

Pass-fail criteria suit mandatory minimum requirements, while weighted scoring distinguishes degrees of technical merit. The chosen method should reflect the requirement, risk, complexity, and published assessment approach.

## How should technical proposal clarifications be controlled?

Technical proposal clarifications should address specific ambiguities through an authorized, documented, and consistently applied process that preserves comparability and does not silently change the published requirements or proposal.

## Conclusion

Participants take back a Specifications and Technical Evaluation Toolkit. It combines requirement templates, specification checks, compliance and scoring models, evaluator records, clarification controls, and a recommendation report. The toolkit helps teams replace subjective comparisons with measurable requirements, consistent evidence review, transparent moderation, and a traceable technical decision.