



Supplier Development & Tender Evaluation:

A practical approach

LEARNING OUTCOMES:

1. Developing a practical approach to managing commercial contracts and projects
2. Bid Pricing Evaluation techniques
3. Sourcing local suppliers
4. Tracking Key performance Indicators
5. Supplier performance management
6. Evaluation
7. Planning supplier development
8. Managing supplier development capability
9. Measuring supplier development

Program

DAY ONE: Principles and techniques

1. Developing a practical approach to managing commercial PROJECTS
2. Developing a practical approach to managing commercial CONTRACTS
3. Developing strategic suppliers:
 - a. Sourcing local suppliers
 - b. Planning supplier development
 - c. Managing Supplier development
 - d. Measuring supplier development
4. Supplier performance Management
 - a. Tracking Key performance Indicators
 - b. Managing Forward purchase agreements
5. Bid Evaluation
 1. Evaluation preparation
 1. criteria setting
 2. weighting determination
 2. Evaluation techniques
 1. Quantitative
 2. Qualitative
 3. Evaluation execution

DAY TWO: SPECIFIC SUPPLIER DEVELOPMENT

1. Setting up a supplier development strategy/plan

2. Administering/implementing a supplier development plan
3. Supplier development management
4. Supplier development opportunities identification and categorisation of supplier capabilities
5. Measuring supplier development
6. Action planning

Powerful presenter/Facilitator

Beverley Honig BA LLB MBA is the CEO of Honeylight Enterprises Pty Ltd and is well known in industry and government as a business guru. She is commissioned to run tenders for many client organisations in the industry, and is a popular training developer and facilitator, with a background as an international lawyer.

She brings a wealth of global commercial experience in the areas of supply chain management, contracts, projects and sourcing. She has led reviews and structured management programs in the public and private sector across many industries. She also brings years of experience as an executive general manager at Coles Myer Ltd.

She is the published **author of the authoritative bestseller business book "Making Contracts Work"** and a renowned international public speaker. Beverley had had many years of general management experience in public companies such as Coles Myer, with responsibilities for asset portfolios worth \$1.5 billion.

Beverley is the Presiding Judge, Essential Services Commission Appeals, and has held board directorships across multiple industries, including Board Director Melbourne Markets, Centre for Adult Education, and AICC. She is a sessional lecturer and facilitator for QUT Business School's Executive MBA Program in Complex Project Management in Canberra for the Department of Defence, and is also a senior lecturer at Melbourne University in the areas of Project Management and Supply Chain Management. Beverley was nominated International Businesswomen of the year and is the recipient of several business awards presented by the Prime Minister, in recognition of outstanding contribution to international trade links. Beverley is listed in the Who's Who of Business.