



2025

2-Day Programme

# MANAGING TENDER EVALUATION & CONTRACTING

Executive Education



Managerial



# List of Companies that SIPMM supported :





# MANAGING TENDER EVALUATION & CONTRACTING

2 - Day Programme

This programme equips participants with knowledge and techniques to conduct a complete and proper tender exercise. The programme also introduces various tender models and strategies, as well as managing contract risks and contractual disputes.



## Programme Outline



Digital Impact on Tendering & Contract Management



Complete Tender Process & Tender Evaluation Tree



Planning for Tender & Planning to Tender



Effective Tender Models & Category Matrix



Conducting the DS Tendering Process & Selection



Crucial Pitfalls of the Tender Process



Understanding Contract Pricing Models



Controlling Contract Price Variations



Legal Implications and Risks of a Tender & the Vitiating Factors of a Contract



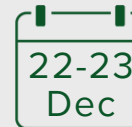
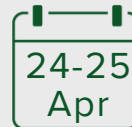
Identifying Essential Terms and Conditions for Drafting Contract Clauses



Managing Contract Risks & Contractual Disputes



Practical Case Exercises & Best Practices



Time: 9.30am to 5.30pm

Venue: SIPMM @Trade Association Hub

Price: \$790 (Member) | \$880 (Public)

## Overview

An effective tendering process and techniques are critical for the reputation of an organisation and they ensure that an organisation contracts with the best available tenderer based on stipulated requirements.

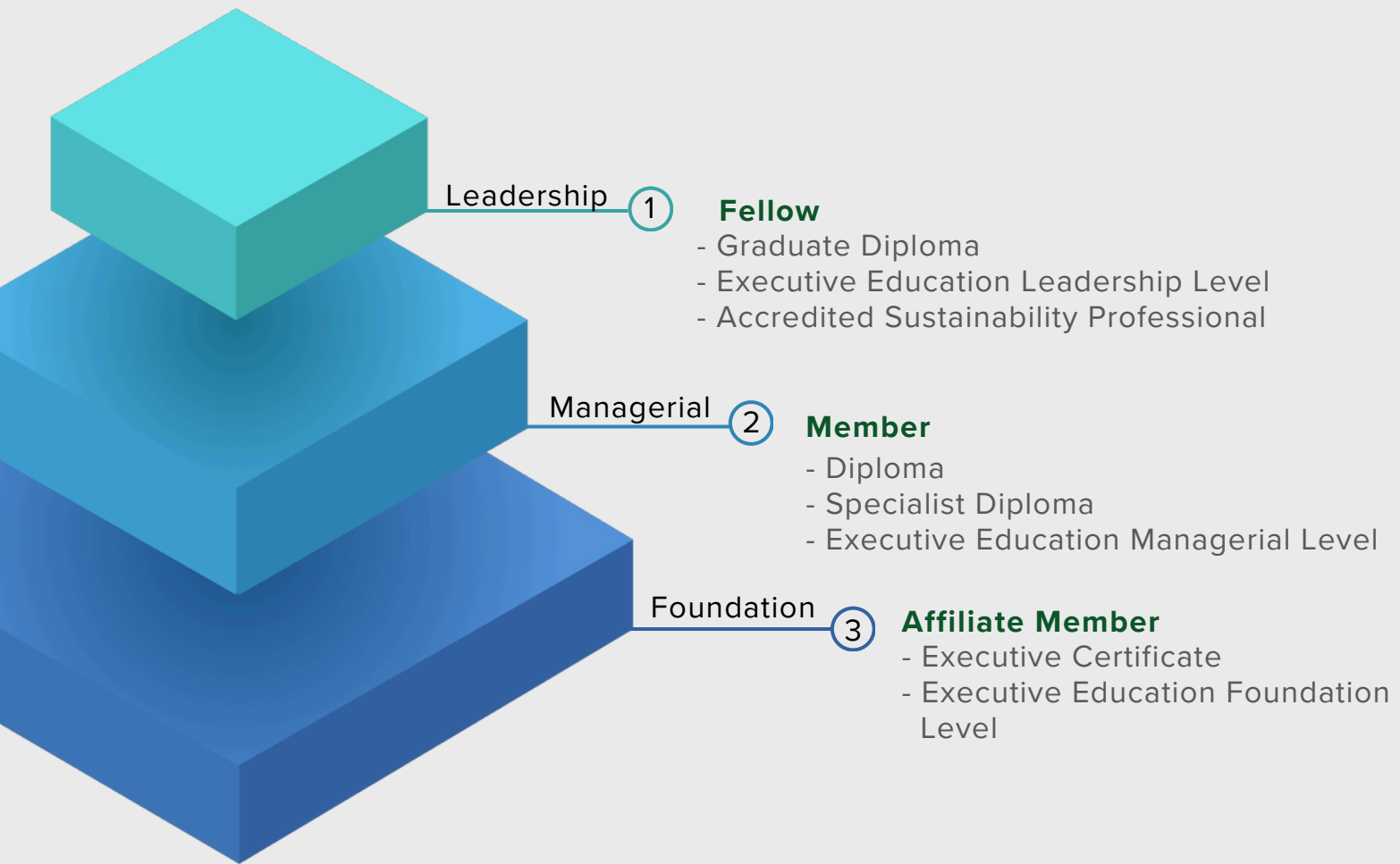
This programme is facilitated by an expert Trainer who has acquired substantive experiences in managing public and corporate tenders, as well as managing contracts. The training session is expected to be lively and interactive, interspersed with relevant exercises.

## Who should attend?

Managers, Executives, Supervisors, and those who are tasked to manage the tendering process from the following industries or sectors.

## Programme Levels

### Managing Tender Evaluation & Contracting



## Accredited Sustainability Professional (ASP™)



The Accredited Sustainability Professional (ASP™) designation is a professional certification conferred on professionals and certifies the holder's vast Experience, Skills and Competence in the profession.

The ASP™ is jointly awarded by the Logistics Institute of Singapore and Singapore Institute of Purchasing and Materials Management, and is recognised as an accredited qualification for Chartership.



## Accredited Sustainability Professional (ASP™)



# About SIPMM

## Background and Publications

Singapore Institute of Purchasing and Materials Management (SIPMM), is the nation's professional body for the LPS sector - the sector which includes professionals in Logistics, Procurement and Supply Chain. Since its founding in 1972, SIPMM has trained over 100,000 professionals through its comprehensive suite of Qualifications and Programs across the region which includes Multinational Firms, ICT Conglomerates, Governments, and the Armed Forces.

SIPMM is recognized for developing the Official Singapore Purchasing Managers' Index (PMI) in 1998, and the Official China PMI in 2002. The Official Singapore PMI is the key barometer of the Singapore Manufacturing Economy, while the Official China PMI is widely regarded as a reliable indicator of the China Manufacturing Economy.

SIPMM graduates regularly publish professional articles relating to logistics and supply chain management. The publications cover contemporary issues that are relevant and crucial to the LPS profession. They include critical areas of global importance, such as disaster logistics, cold chain logistics, warehouse hazards and risks, supply chain sustainability, procurement fraud and adoption of digital technologies.

- Key Success Factors for Logistics Integration - Tan Wei Seng
- Key Strategies for Logistics Cost Reduction - Liaw Chin Thean
- Major Considerations for Energy Procurement - Joanne Chin Shel Weh
- Tools and Techniques to Rationalise the Supplier Base - Nur Farizah Omar
- Key Benefits by Integrating Blockchain and AI Technologies - Jayana Das
- Integrated Technologies for Global Distribution Centers - Lee Wen Kien
- Best Practices for Food and Beverage Warehousing - Ang Kok Chai
- Important Considerations for Healthcare Warehousing - Chew Chee Kien Louis



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