Tender Procurement Methods in the Construction Industry

Who should attend
Top and middle managers, employees of:

▶ Construction companies which practice tender procurement of works
▶ Companies/departments which are in charge of construction projects realization
▶ Banks, investment and other companies which are in charge of investment projects realization control (part of which is construction)

The training may be interesting to construction industry enterprises, investment organizations (as normally investment projects include construction), and also different organizations which are in some way involved in construction: from providing repairing of their own office to construction projects that are aimed at the development of their professional goals (e.g., construction of their own infrastructure, power stations, new productive capacity, etc.)

Objectives

▶ To study theoretical aspects and acquire systematic overview of modern tender procurement methods for works, building materials and constructions
▶ To master practical skills and specific tools for procurement both for the sake of construction process management and its control.

Training methodology

▶ Training is conducted in an interactive form and includes a number of case studies. Training participants are provided with specially designed training materials in Russian language.
▶ Facilitation elements are used for case studies
▶ Training is based on the rich experience of procurement in large national companies, in the World Bank projects and other international institutions. Theoretical part is illustrated by the real life examples.
▶ Modular case-studies based on the real documents and procurement processes are used in the practical part of the training. It helps to acquire procurement operations practice as well as sustains a complex overview of the whole training material.

* When making a decision whether to attend the training, please note that topics to be discussed in theoretical part are 15% the same as in the training “Procurement Methods: Organization of Tender Procurement Processes “.
Training outline

Day 1

Introduction
- Economic relevance of the study of major definitions and principles of bidding within procurement of works
- Procurement cycle
- Modern methods of procurement organization in the construction industry
- Procurement of works: procedures

International competitive bidding of works (Part 1)
- Principles and practice of working out the timetable for project realization and calculation of the construction budget on its basis
- Methods and peculiarities of working out the technical specifications and conditions for fulfilling project and construction works
- Procurement notice and advertising
- Relevance, the procedure and evaluation of the pre-qualification bidding results
- Preparation of the procedure and commercial part of bidding documents including invitation for bids, instruction to bidders, draft contract, schedule of requirements, bid form and price schedule
- Distribution of the set of bidding documents. Cooperation with the bidders in preparation of bids
- Submission and opening of bids

Case study (with the usage of facilitation)
- Study/ Analysis/ Development of a set of bidding documents on the tender procurement of works

Day 2

International competitive bidding of works (Part 2)
- Preparation of evaluation reports. Basic principles of commercial financial and technical evaluation of the offers.
- Post-qualification
- Award of contract

Case study (with the usage of facilitation)
- Study/ Analysis of a set of real bidding documents on pre-qualification bids

Day 3

Procurement procedures for construction materials, machines and equipment
Procurement procedures for consulting services in the construction industry. Audit of works.

Peculiarities of state procurement
- Brief overview of state procurement of works

Processes of procurement management within project activities
- Definition of the certain terms related to project management, including the concept of «hierarchic structure of works»
How to apply?
Please complete the registration form online at our web site: ey.com/cis/academy