

# Winning the Bid

## Set Your Organisation's Course for a Winning Future

**Best practice is crucial to the business process of winning. And the best bids come from well organised teams using a systematic approach with a commitment to the right resources, skills and systems...**

*MatchPoint's Winning the Bid one day workshop will leave you with the tools to diagnose your own organisation. The workshop is designed to identify if and where you need to make improvements in your overall bid project.*

### Overview

This workshop will combine best practice techniques with practical case studies drawn from a wide range of industry sectors. You will be able to strengthen your approach by learning from the successes and mistakes of market leaders.

### Learning outcomes

This workshop will show you how to improve your organisation's approach to winning the bid. By focusing on the key elements of client pursuit, bid strategy, bid documents and presentations, we will help you to:

- Identify best practice
- Produce better bids
- Develop sharper skills
- Build stronger systems
- Define the right resources.

### About MatchPoint

MatchPoint is a specialist consultancy that helps win competitive bids and approvals for new projects. We have helped win more than \$65 billion of contracts and investment funding – for the largest and smallest clients, across industries, and around the world. MatchPoint's workshop presenters are experts in their field – we live and breathe bids – let us help build your skills and master the business process of winning.

For more information please email [mail@matchpointconsulting.com.au](mailto:mail@matchpointconsulting.com.au)  
or call (+61) 08 6161 6409  
[www.matchpoint-consulting.com.au](http://www.matchpoint-consulting.com.au)