

TENDER TO SECURE BUSINESS FOR A NEW VENTURE

Unit Standard: 114593



Course Information

Qualification Title	Further Education and Training Certificate: New Venture Creation
Course Title	Tender To Secure Business For A New Venture
Course Level	4
Course Credits	5
Course Duration	Three days
Cost of Course	R 2 800,00 per delegate (excluding 15% VAT)

Course Overview

This Unit Standard is intended for people who use the tendering process to secure new business for their business venture.

Further Education and Training Certificate: New Venture Creation

Who Should Attend?	• This course is aimed at those who wish to expand and improve their skills and knowledge in the field of business management.
Course Objectives	• Identify information resources of available business and new markets accessed through tendering processes. • Analyse tender documents for viability in the new venture context. • Demonstrate an understanding of the relationship between costs, revenue, and profits in securing the tender. • Negotiate with suppliers and investigate new products/services to apply competitive tender costing.
Benefits	Benefits of this course include learning to: • Identify and solve problems using critical and creative thinking, in terms of mathematical skills in tendering. • Self-organisation and management using structured methods for profitability. • Collect, organise and evaluate information using mathematical and accountancy methods concerning appropriate financial activities. • Communicate effectively using visual, mathematical and language skills verbally, graphically and in writing.

Course Content

Course Modules	Course modules consist of: 1. Identify information sources of available business and new markets that can be accessed. 2. Analyse tender documents for viability in the new venture context. 3. Calculate costs, revenue and profits of a specific tender. 4. Complete tender documentation.
Certification and Assessments	All delegates who complete the summative assessment will be assessed, moderated, and receive a SOR (Statement of Results). Thereafter a Certificate of Competence from WWISE (or SETA for qualifications) will be issued.

About WWISE

Who are we?	World Wide Industrial & Systems Engineers (WWISE) is an ISO consultancy, training, business solutions, and systems implementation firm based in Southern Africa that provides clients with effective business processes management solutions in preparation for ISO compliance. The solutions we provide and implement allow our clients to compete favourably in modern competitive business environments, both locally and internationally. We also strive to be the leading training providers in SHERQ, ISO, Engineering, Finance, Business, and Project Management.
What do we do?	Our services are aimed at the improvement of quality, efficiency, knowledge, and competitiveness of client companies. This service range includes: • ISO and SHERQ Systems implementation services, whereby we assist clients in meeting the requirements of (but not limited to) ISO 9001, 14001, 22000, 31000, 27001, 20000-1, 50001, and ISO 45001 Standards. • Integrated Management Systems development whereby we integrate several business systems and management solutions into a single management system to comply with standards. • Training of all employees (Shop Floor to Executive Management) in the fields of SHERQ, Engineering, Finance, Business, and Project Management to meet job responsibilities and expertise requirements of International Standards. • ISO and Legal Auditing which includes Gap Analysis Audits, Product, Process, Procedural, and Systems auditing by our registered SAATCA Auditors. • Customised web-based solutions integrating current systems to be in line with ISO requirements. We are a Level 1 BBBEE Contributor that specialises in systems development, consultancy, training, and auditing.