



ENGINEERING
EDUCATION
AUSTRALIA

QUOTATION

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18/06/2018	c/o QUDIT Andre Dreyer	Paul Litinsky
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ENGINEERING EDUCATION AUSTRALIA - PROCUREMENT AND TENDERING CONTRACTS

Engineering Education Australia (EEA)

Engineering Education Australia is a wholly owned subsidiary of Engineers Australia, the professional body for Engineers in Australia. EEA was established in 1997 to support the Australian engineering profession in lifelong learning and the maintenance of currency and capacity to meet the needs and expectation of the Australian community.

Recognising the increasing need for bespoke courses EEA has recently increased our expert education capacity. EEA is focussed on working with our clients to develop their human capacity by designing and delivering blended learning programs to meet learning outcomes and client expectations.

Engineering Education Australia (EEA) is pleased to be able to provide a proposal for the below courses.

Procurement and Tendering Contracts

All engineers need to be technically competent, but those involved in running projects also need to have sound skills when purchasing goods and services. With the procurement of services comes the need to write tender briefs, create (and re-negotiate) contracts, evaluate vendor performance and mitigate risks.

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This practical, intermediate-level workshop will help participants identify and mitigate an organisation's procurement and tendering process. It will look at the subject matter from the viewpoint of an engineer that is required to buy goods and services, run projects and vary contracts.

As a participant you'll come to understand important laws that can affect a procurement contract, identify how to evaluate submissions and learn how to write and interpret project specifications.

Course Outline:

The objective of this workshop is to make participants aware of how to better manage the procurement process by being able to systematically predict and prepare for risks before they arise.

This one-day workshop covers:

- Background to contracting
- The procurement life cycle
- Creating effective performance criteria: SLA's and KPI's
- Key procurement legal issues
- Selecting the best supplier response
- Evaluating risk in bids
- Monitoring and evaluating vendor performance
- Renegotiating contracts
- Action planning activity
- Participants are encouraged to read the welcome letter and complete the activities therein.

EEA Facilitator:

Dr Cyril Jankoff has practised as an accountant, solicitor, country manager and business consultant in diverse industries for more than 30 years. He has university qualifications in law, accounting, an MBA and a doctorate in business improvement.

Cyril is an international consultant and speaker in procurement and contracting and an Advisory Council member for the USA-headquartered International Association for Contract and Commercial Management, the world's largest industry body for commercial contract professionals.

He facilitates contracting-type public and in-company courses locally and internationally, including the RMIT University Master of Project Management degree and the Diploma of Contract Management at the Australian Institute of Management.