



# ENHANCING CHANCES OF BIDDER SUCCESS

Presented by Harlan Kennedy, P.Eng, PMP

Saskatchewan Tendering Authorities and owners, particularly those in the public sector, have moved from evaluation of bids and proposals based purely on bid price-, to a value-driven approach (termed "Best Value" by the public sector). The "Best Value in Procurement Act, 2015 directs the Ministers responsible for the Highways and Transportation Act and the Public Works and Services Act to "award the contract to the bidder whose bid, in the opinion of the minister, offers the best value-taking into consideration all or any of the factors described in the tender documents."

This fundamental change in contract procurement came about, in part, due to the desire of the Construction Industry to foster a partnership relationship with its public sector clients and to ensure that contracts were awarded based on the long-term best interests of the taxpayers.

This approach has added complexity to the process of preparing bids and proposals for contract work. Instead of relying significantly on their ability to negotiate and to find cost-effective ways to carry out the work of a contract, bidders must now increase emphasis on writing proposals that clearly and succinctly explain the value to the tendering authority of contracting with their company, to be successful in these opportunities.

Bidders have experienced a higher "cost of pursuit" due to the increased time investment required to review bid documents, prepare a compliant bid/proposal, and participate in multi-stage procurement processes. Therefore, in selecting opportunities on which to bid, companies should consider the potential for their bid to be successful before investing in the bidding process.

## Objective

To improve the ability of Saskatchewan contractors, consultants, and suppliers in the Construction Sector to prepare bids and proposals for organizations that utilize evaluation criteria in addition to price to award contracts.

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**September 30, 2022 | 8:15 am - 1:15 pm**  
**Cost - \$100 Members | \$150 Non-Members**

*Lunch is included*

**\*Member pricing applies to members of all partner associations\***

Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Contact Name: \_\_\_\_\_

Email: \_\_\_\_\_

**Select which association you are a member of:**

- |                                    |                                                   |                                |                                             |                                     |
|------------------------------------|---------------------------------------------------|--------------------------------|---------------------------------------------|-------------------------------------|
| <input type="checkbox"/> SKCA      | <input type="checkbox"/> Sask Chamber of Commerce | <input type="checkbox"/> SHCA  | <input type="checkbox"/> Merit Saskatchewan | <input type="checkbox"/> Non-Member |
| <input type="checkbox"/> ACEC - SK |                                                   | <input type="checkbox"/> SIMSA |                                             |                                     |

## Registrants

Contact Name: \_\_\_\_\_ Email: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Email: \_\_\_\_\_

Are there any dietary restrictions: ☐ No If yes, please describe: \_\_\_\_\_  
☐ Yes \_\_\_\_\_

## Payment

**\*Required for Registration\***

☐ MasterCard ☐ Visa ☐ Other

Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_ / \_\_\_\_ CVC: \_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Please send the completed form by email to [tyneal@saskatoonconstruction.ca](mailto:tyneal@saskatoonconstruction.ca).**

**\*Registration and cancellation deadline: Sept 21, 2022\***