



Bid & Proposal Management - Training Workshop

Comments From Recent Workshops

Bid-Winners respects the privacy of its clients and does not publish the names of individuals or companies who attend Workshops.

Sample industries attending Bid-Winners' Workshops:

- Accounting - Audit & Taxation
- Adult Education Services
- Architectural & Engineering
- Automotive Supplies
- Banking & Financial
- Building Construction
- Collection Services
- Communications Equipment
- Consulting - Professionals
- Education - College & University
- Employment & Staffing
- Environmental Services
- Event Management
- Facility Management
- HR Pension Services
- HR Relocation Services
- Industrial Manufacturing
- Insurance
- IT and Computer Services
- Interior Design
- Janitorial Services
- Learning & Training
- Legal Services
- Management Consultants
- Medical Consulting
- Medical Rehabilitation
- Medical Supplies
- Military Products & Services
- Non-Profits
- Nursing Care
- Office Equipment Suppliers
- Office Furniture
- Office Supplies
- Paralegal Services
- Paramedic Services
- Petrochemicals
- Pharmaceuticals
- Project Management
- Public Relations
- Recruiting
- Research & Surveys
- Retail – Food & Dry Goods
- Security Services
- Technology Providers
- Telecom
- Trades - Electrical & Mechanical
- Transcription Services
- Translation Services
- Transportation - Air & Ground
- Travel & Tourism
- Utilities
- Video Production
- Water Management Services
- Web & Graphic Designers

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Comments from Attendee Evaluation Forms:

Fall 2011

- Excellent course! Instructor presented info clearly. Workshop was not overwhelming. Thanks!
- I really enjoyed this workshop. I feel the information was very useful and very well presented. Great tips, I can't wait to share with my colleagues.
- Really enjoyed workshop. Found examples of what other companies did interesting. Thanks! Binder big help as well. I look forward to using the CD.
- Wish I had this 2 years ago.
- Informative; instruction was great; very knowledgeable answered questions effectively.
- I was looking for an introduction to bid writing and this workshop fulfilled my expectations.
- I found the workshop to be very informative and I found Dan to be a great instructor - He really knows his stuff I will recommend this workshop to others.
- I believe it was very comprehensive and manages to involve all attendees and refer to examples for different industries. I would recommend this workshop to anybody involved in writing proposals not just proposal mangers or writers.
- Great framework to get into bids and forming a strategy for our company. Great way to understand the 'lingo' for us as a company as well.
- Very good excellent handouts, informative examples and case studies.
- Excellent! Provided clarity on how to better present a bid. Got some great new ideas to implement.
- Very well organized to cover the needs of a very diverse audience.
- Excellent and practical.

Summer 2011

- Very well done. I especially like the 60 day additional contact time for Q & A
- It was informative and thought provoking. Gave me new ideas and ways in which to go about our RFP writing.
- I enjoyed the class very much. I would like to get information on other courses Bid-Winners has available.
- Overall, this course will change how I prepare bids. We did a good job before, but these focused changes will make them great!
- Informative/Concise (just like an RFP) Thank you.
- Instructor did a very good job on explaining materials to a beginner.



- Excellent - Will be sending one of other staff to session.
- Fantastic! Really appreciate the CD material.
- Excellent - Could use your critique of my quotation letter.
- I have been to sales strategy seminars before that were more of a sales opportunity for the presenter. I was pleasantly surprised by the focus on the material. Excellent workshop and will be recommended to others.
- Great workshop! Look forward to putting the new techniques into practice.
- Overall, excellent workshop. A lot of practical tips to take back to the organization.
- Great Workshop! I've been involved in the proposal process for some time and thought I knew everything but this session has taught me so much - there's a lot to digest and I hope I can incorporate this new methodology into our proposal to increase our win rates.

Spring 2011

- Fun personable instructor.
- Great workshop, I learned a lot and thank you for putting together this great workshop binder.
- Very Useful Information and clearly communicated.
- I wish I attended this workshop months ago. The Instructor is excellent.
- I'll recommend others on my bid response team take this great workshop.
- Really offered some key points that caused serious thought and ideas for future approaches.
- Excellent workshop.
- Thorough, concise - very helpful for future proposal responses.
- Very good material and content. Will likely use Bid Winners proposal writing services for future proposal opportunities.
- Excellent detailed information, with a reference binder and CD.
- I wish I had taken this course years ago.
- The Instructor did an unbelievable job. I learnt much more than I had expected and am leaving the class feeling extremely satisfied. Thank you!
- Be interesting now to review my old proposals.
- Clarity on how to better present a bid. Got some great ideas to implement. Excellent!
- Found very helpful and appreciate the ability to email questions for next 60 days.
- Feel that the presenter was an excellent speaker and great at presenting.



Fall 2010

- Very valuable ideas were presented.
- Definitely a worthwhile workshop.
- Informative. Discussed points which I didn't see as highly relative in the past.
- Great Speaker.
- Many pointers that I will use in the future RFPs I respond to.
- Very Good. I learned lots.
- Very helpful workshop. I feel more confident preparing a professional proposal response now.
- Thank You. This has been very helpful to see our product through a new set of "eyes".
- Very informative session. Helped clean up some of the unanswered questions we had.
- Thank You! The workshop was very complete, organized, and clear.
- Very informative.
- Excellent! Had good insights, found the "these are questions you should be considering" sections very useful.
- Very well done!
- Very well rounded, well presented.

Summer 2010

- Confirmed some of the things we're doing right and added plenty new suggestions to improve our approach.
- Great seminar. Thanks for all the great info!
- Very Good.
- Excellent attention to detail during the entire workshop.
- I thought the workshop was fantastic and would recommend it to anyone who is involved with doing business with the government.
- It makes the bidding process less intimidating and more exciting.
- Workshop was excellent!
- Excellent. Will propose to my team members.
- Very well done considering the wide variety of businesses represented.
- Wish I had this sooner! Thank You.
- Very helpful.
- Very well put together.
- Instructor is very well spoken.



- Clear concise information laid out in a logical manner, as an excellent response to an RFP should be.
- Very informative!
- Very pertinent to my work, in some cases, an excellent reminder and with critical new information to be considered. Some excellent takeaways.
- Excellent. Very useful and practical.
- Very good overview.
- Overall it was great!
- I will certainly use the 60 day free email support.
- Very useful workshop.