



# The Tender Key:

## Building Winning Bids

### The Procurement Landscape



Learn about the procurement landscape including markets, certifications & accreditations, and strategies.

### Tender Interpretation, Compliance & Risks



Learn how to interpret tender documents, adhere to procurement requirements, & manage your obligations & risk.

### Effective Tender Writing & Templates



Learn how to write a winning tender response, and setup templates to ensure effectiveness & efficiencies.

## Who Should Attend?

This workshop is ideal for small to medium-sized enterprises new to tendering or existing tenderers looking to win more bids, sharpen their skills, and grow their expertise. It's a practical, hands-on session designed to boost confidence and tendering success.

## Workshop Location & Time - DARWIN

**Darwin Innovation Hub - 48-50 Smith Street Darwin**

5th March 2026 | 9.00am - 1.00pm | Morning Tea Provided

*What to Bring* - Laptop & Charger

0414185422

[www.key-concepts.com.au](http://www.key-concepts.com.au)

[bec@key-concepts.com.au](mailto:bec@key-concepts.com.au)



Proudly sponsored by  
**NORTHERN  
TERRITORY  
GOVERNMENT**