

INTERNATIONAL INVITATIONS TO TENDER

To know to answer an international invitation to tender

PUBLIC

Executives or collaborators having administrative, financial or commercial functions on international trade and wishing to improve or initiate themselves with the international invitations to tender

OBJECTIVES

To know how to answer to an international invitation to tenders

PRE-REQUISITE: none

TEACHING METHOD

Training courses made up of theoretical contributions illustrated by concrete examples led by a consultant in international trade.

DURATION: 1 day

PROGRAM

I Introduction to the international invitation to tender

- various types of international invitations to tender
- actors and chronology of the operations
- various forms of participations
- procedure rules
- contents of the invitation to tenders

II Contract bonding

- the various types of guarantees (bid bond, performance bond...)
- the chronology and the articulation of the guarantees
- the various forms of guarantees (suretyship, first demand guarantee, standby L/C...)

- incurred risks and precautions to be taken within the framework of the guarantees

III Risks incurred within the framework of an invitation to tender

- various types of risks (risk of prospection, risk of manufacture, risk of non payment, of exchange, the logistic risk
- cover of the risks

IV Risk management of non payment

- banking solutions
- the credit insurance

V Financing of the operation

- various types of financings
- Buyer credit and supplier credit

VI The tender of the offer

- the presentation of the offer
- documents of the tender
- development of the offer
 - The product and/or the service
 - The price: currency, revision, components of the price
 - Incidence of the modes of payment
- negotiation of the contract: precautions to take (the coming into effect, the applicable penalties, possible blockings of the purchaser....)

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