

Training Seminar Price List

January 2019



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Offering Title	Offering Type	Price	Availability	Overview - Please Call for Additional Information
<i>Business Development Training With A Focus On Winning Complex, Competitive Opportunities:</i>				
The “Puzzle Pieces” Seminar - How To DO: Competitive Analysis, Price To Win (PTW) & Strategic Pricing	Private 1-day, 5-Segment Seminar	US\$10,000 or UK £7,500 + T&L expenses & travel time*, if any	10 working days	The “Puzzle Pieces” Seminar covers all 3 of the neglected Capture Process elements that, once mastered, will markedly improve win rates. For business developers, capture managers, solution developers, and bid pricing personnel. Includes 12 sets of hard & soft copy handouts, class problems and models. Outside the NCR + \$1,000.
How to DO Price To Win (PTW)	Private 1-day, 4-Segment Seminar	US\$8,500 or UK £4,995 + T&L expenses & travel time*, if any	10 working days	For business developers, capture managers, solution developers, and bid pricing personnel. Includes 12 sets of hard & soft copy handouts, class problems and models. Outside NCR + \$1,000.
	Private 2-day, 6-Segment Seminar	US\$12,500 + T&L expenses & travel time*, if any.		For business developers, capture managers, solutioners, and bid pricing personnel. Includes 12 sets of hard & soft copy handouts, extensive class problems and models. Outside NCR + \$1,750.
Strategic Bid Pricing	Private 4-hour Seminar	\$7,500 + T&L expenses & travel time*, if any.	10 working days	For capture, technical and pricing personnel, involved with bid preparation. Includes 12 sets of handouts. *Outside NCR + \$1,000.
How To DO Effective Black Hat Reviews	Private 4-hour Seminar	\$5,000 + T&L expenses & travel time*, if any.	10 working days	For executive management and capture personnel, involved with bid preparation. Includes 12 sets of handouts. *Add \$750 if outside NCR.
Proposal Creation: Best Practices Workshop	Private 1-day Seminar	\$7,500 + T&L expenses & travel time*, if any.	10 working days	For proposal developers & contributors responsible for pursuing major government acquisitions. Includes hard & soft copy handouts. *Add \$1,000 if outside NCR.
The Bidder’s Guide To Competitive Intelligence	Private 1-day Seminar	\$9,500 + T&L expenses & travel time*, if any.	10 working days	For team members responsible for pursuing major government acquisitions. Includes hard & soft copy handouts. *Add \$1,000 if outside of the NCR.

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