Saudi Government Tendering and Procurement Law Training Course



Ref: #CM6801

Course Introduction / Overview:

This comprehensive course provides an in-depth exploration of the Saudi Government Tenders and Procurement Law (GTPL), a critical legal framework shaping public sector purchasing in the Kingdom. In line with Saudi Vision 2030, the GTPL aims to enhance transparency, promote fair competition, and maximize economic value, making a thorough understanding of its provisions essential for any organization engaging with government entities. This program, offered by BIG BEN Training Center, is meticulously designed to move beyond theoretical knowledge, offering practical insights into the entire procurement lifecycle. As noted by public procurement expert Christopher R. Yukins, effective procurement systems are pillars of good governance and economic development. Participants will delve into the nuances of tender submission via the Etimad platform, master bid evaluation criteria, and learn effective contract management strategies. The course draws on principles discussed in works like "The Law of Public and Utilities Procurement," providing a robust academic and practical foundation to navigate the complexities of government contracting, manage risks, and strategically position their organizations for success in the competitive Saudi public sector market.

Target Audience / This training course is suitable for:

- Procurement Managers and Officers.
- Contract Administrators and Specialists.
- Legal Advisors and Corporate Counsel.
- Business Development and Sales Managers.
- Compliance and Risk Management Professionals.
- Finance Managers and Controllers involved in bidding.
- Project Managers overseeing government contracts.
- Government Relations Specialists.
- Entrepreneurs and SMEs targeting the public sector.

Target Sectors and Industries:

- Construction and Engineering.
- Information Technology and Telecommunications.
- Healthcare and Pharmaceuticals.
- Defense and Security.
- Consulting and Professional Services.
- Energy, Oil, and Gas.
- Logistics and Supply Chain.
- Manufacturing and Industrial Supplies.
- Government and semi-governmental agencies.

Target Organizations Departments:

- Procurement and Purchasing Department.
- Legal and Contracts Department.
- Finance and Accounting Department.
- Business Development and Sales Department.
- Compliance and Internal Audit Department.
- Project Management Office (PMO).
- Tendering and Bidding Department.

Course Offerings:

By the end of this course, the participants will have able to:

- Analyze the complete legal framework of the Saudi Government Tenders and Procurement Law.
- Navigate the Etimad platform for tender search, registration, and submission.
- Develop compliant, competitive, and strategically sound bid proposals.
- Understand the mechanisms for local content preference and its impact on bidding.
- Evaluate and manage contractual risks from the pre-award stage to project completion.
- Implement best practices for government contract administration and performance monitoring.
- Address and manage claims, variations, and dispute resolution procedures effectively.
- Ensure full compliance with ethical standards and anti-corruption regulations in public procurement.

Course Methodology:

The training methodology at BIG BEN Training Center is centered on creating an immersive and practical learning experience that bridges legal theory with real-world application. We employ a blended approach that combines expert-led instruction with interactive learning modules. The course heavily relies on the analysis of case studies drawn from actual Saudi government tenders, allowing participants to dissect complex scenarios and understand the practical implications of the GTPL. Interactive workshops and group discussions will encourage collaborative problem-solving, where participants can debate bidding strategies and contract management challenges. Practical exercises will include simulated tender document preparation and a guided walkthrough of the Etimad platform's key functionalities. Our expert instructors facilitate a dynamic environment, providing continuous feedback and encouraging participants to share their own professional experiences. This hands-on, participant-focused approach ensures that attendees not only grasp the legal requirements but also develop the critical skills needed to apply this knowledge effectively within their organizations, turning legal compliance into a competitive advantage.

Course Agenda (Course Units):

Unit One: Foundations of the Saudi Government Tenders and Procurement Law (GTPL)

- Introduction to the legal framework of public procurement in Saudi Arabia.
- Objectives and core principles of the new GTPL.
- Alignment of the GTPL with Saudi Vision 2030 goals.
- Key definitions and terminology used in the law and its implementing regulations.
- Roles and responsibilities of government entities and suppliers.
- Overview of the unified procurement portal (Etimad).
- Comparison between the old and new procurement laws.

Unit Two: The Tendering and Bidding Process

- Types of procurement methods (public competition, limited competition, direct purchase).
- The pre-qualification process for suppliers.
- Preparing and structuring the Request for Proposal (RFP) and other tender documents.
- Step-by-step guide to submitting bids through the Etimad platform.
- Requirements for bid bonds and performance bonds.
- Best practices for preparing a responsive and compelling bid.
- Common mistakes to avoid during the submission process.

Unit Three: Bid Evaluation, Award, and Contract Formation

- The structure and role of bid opening and examination committees.
- Detailed criteria for technical and financial evaluation of bids.
- The application of local content and SME preference mechanisms.
- Price weighting and scoring methodologies.
- Procedures for award notification and standstill periods.
- Negotiating and finalizing the government contract.
- The legal formalities of contract signing and execution.

Unit Four: Government Contract Management and Administration

- Key principles of effective public contract management.
- Managing contract execution and monitoring supplier performance.
- Handling changes orders, variations, and contract amendments.
- Invoicing, payment procedures, and financial administration.
- The process for final acceptance and contract closeout.
- Managing warranties and post-completion obligations.
- Document control and record-keeping for audit purposes.

Unit Five: Compliance, Disputes, and Advanced Topics

- Ethical considerations and anti-corruption provisions in the GTPL.
- Procedures for submitting grievances and complaints.
- Mechanisms for dispute resolution, including administrative courts.
- Contract termination and its legal consequences.
- An introduction to Public-Private Partnership (PPP) projects.
- Future trends and expected developments in Saudi public procurement.
- Strategic positioning for long-term success in the government marketplace.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How might the increasing emphasis on local content and sustainability within the GTPL reshape the competitive landscape for both local and international suppliers in Saudi Arabia?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by focusing intensely on the practical application of the Saudi Government Tenders and Procurement Law, rather than offering a purely theoretical or legalistic overview. While other programs may focus on the text of the law, our curriculum is built around real-world scenarios, case studies from recent Saudi projects, and the day-to-day operational challenges faced by professionals in the field. A significant portion of the training is dedicated to a deep dive into the Etimad platform, moving beyond a simple demonstration to provide hands-on guidance on optimizing submissions and avoiding common pitfalls. We emphasize strategic bidding, teaching participants not just how to be compliant, but how to be competitive. The course content is designed to bridge the critical gap between the legal department and the business development team, fostering a holistic understanding of how to leverage the GTPL as a tool for strategic growth. Our instructors are seasoned practitioners who bring a wealth of on-the-ground experience, ensuring the insights provided are current, relevant, and immediately actionable for navigating the Saudi public sector market.