

Agenda

Belize Procurement Week 2025

Opening Doors to Boundless Possibilities

Tuesday July 1, 2025

7:45-8:15	REGISTRATION
8:15-8:30	Opening Remarks Caribbean Development Bank
8:30-08:40	Introduction of the training session Mr. Marlon Martin Procurement Consultant PENDA Consulting & Development
8:40-09:00	How Things Get Done: Inside the Procurement Pathway; an Overview of Procurement Processes Beyond the Basics
9:00-10:00	The Power of One: Deep Dive into Individual Consultancy, RFP Game Changers: Standing Out Where It Counts. Objective: Unleashing Competitive Edge: Discover Strategies to Rise into the Top 3. Together we will explore key tactics for standing out in your Expression of Interest, and identify what evaluators look for when narrowing down to the strongest contenders
10:00-10:15	COFFEE BREAK
10:15-11:15	The Power of Many: Positioning Your Firm to Stand Out Objective: Positioned to Be Chosen: Discover Strategies for Standing Out in the Selection Process. Consulting firms will explore together with us how to align capabilities with client expectations, elevate proposal storytelling, and sharpen their competitive edge to increase visibility and get a better chance to be shortlisted in REOI stage.
11:15-12:15	"RFP Game Changers: Standing Out Where It Counts (Transforming proposals into powerful positioning tools.)" Objective: Reading Between the Lines: Decoding RFPs for Strategic Advantage". Participants will learn how to dissect Request for Proposal (RFP) documents with precision-identifying explicit requirements, uncovering implicit expectations, and aligning responses to demonstrate value, clarity, and client insight.
12:00-13:00	LUNCH
13:00-14:00	The Selection Edge: Mastering What Sets Methods Apart "Compete smarter by decoding the strategy behind each selection path-from CQS to QCBS, QBS, FBS, and LCS-with real-world case insights along the way. Objective: equip participants with the knowledge and strategic insight to confidently navigate, compare, and compete across multiple selection methods-including CQS, QCBS, QBS, FBS, and LCS-through applied case studies and practical guidance."
14:00-14:30	Common Mistakes & Winning Moves Checklist; Objective: Help participants recognize recurring pitfalls and adopt standout techniques-turning evaluations into opportunities for excellence.
14:30-15:00	The Selection Strategy Canvas; Objective: Empower participants with a strategic blueprint they can apply to any procurement opportunity. And interactive session to reflect on a current or past bid. "What would you do differently knowing what you know now?)"
15:00-15:15	TEA TIME
15:15-16:15	CABEI, CDB, IDB, and World Bank upcoming procurement opportunities
16:15-16:30	CLOSING REMARKS Central American Bank for Economic Integration



CABEI



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IDB