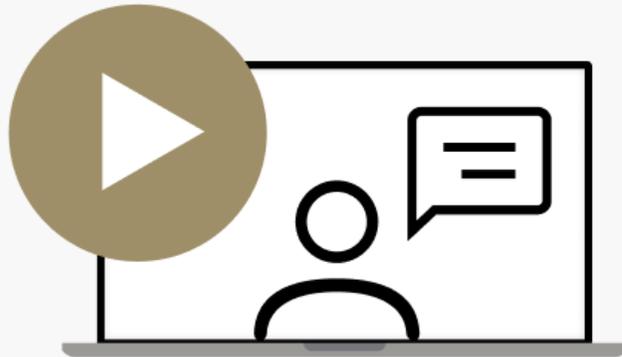


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LESSON 3 : Win ISO 19650 Tenders

Effective Response Strategies



*Pre - Appointment
BEP*

Why Do We Need Pre Appointment BEP?

- 🎯 **Align team expectations**
- 🎯 **Clarify workflows & standards**
- 🎯 **Streamline project planning**



Challenges

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- ✘ Poor information management strategies
- ✘ Lack of clarity in task responsibilities
- ✘ Delays in onboarding and mobilization



WE'VE GOT YOUR BACK

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Creating a Winning Pre-Appointment BEP

- ✓ **Project Information Model (PIM) strategy**
- ✓ **Information standards, methods, and procedures**
- ✓ **Roles and responsibilities for IM**
- ✓ **Collaboration workflows and tools (e.g., CDE)**



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