



Win That Contract

A one day workshop to help small business succeed with tenders

Are you interested in doing business with your local authorities or other public sector clients? Would you like to learn more about procurement processes? Would you like practical advice as to how your company can be shortlisted while bidding for tenders? FMB in partnership with The Green Skills Alliance (GSA) and Severn Wye Energy Agency bring you a 1 day workshop which will enhance your tendering skills, and help you find the best contracts for your business.

Public sector procurement can be likened to a game and, like any game, if you know the rules you stand a much better chance of winning!

Course Content

- Finding out about and selecting contracts to bid for
- Understanding the PQQ process
- Creating a PQQ portfolio
- Demonstrating ability to deliver developing 'win strategies'
- How to articulate your competitive advantage at PQQ stage
- Types of ITT/ Costing & being competitive
- How are tenders evaluated
- Quality Management Systems
- Policies: environmental, H&S, Diversity.

Location

Highnam Gloucestershire

Places are limited so book early!

Anyone working for an FMB or Severn Wye Link to Energy member firm can attend: courses are aimed at those with management responsibilities. All workshops start at 09.00 and end at 16:30. Lunch is provided. Payment required at time of booking securing your place.

To book call:
0207 025 2909

What previous Delegates have said

"The course notes are very thorough. An enjoyable and thoroughly informative day"

Gary McIntosh -
Robert Heath Heating.

"Useful to have another view point on the whole procurement process from David and the group. Good to have examples of what is good PQQ"

NS Building Contractors London.

Date:
Monday 24th February

Cost:
For a limited period, places on the Construction Tendering/PQQ one-day course cost £50+ vat, this course is part funded – actual cost for the course is £200 + VAT per person. We are offering limited places at the workshop so that with a small group everyone will have a chance to raise individual queries and receive advice.

