



WINNING CONTRACTS & PUBLIC PROCUREMENT

Background

This highly interactive course is aimed at Senior Managers from social enterprises, community organisations and charities who are looking to tender for local authority contracts. Organisations which find the procurement process difficult to grasp; and those seeking to improve their success by developing their internal capability.

Delivery

Complete overview of the current Procurement Process, including case studies in each area and a review of Pre-Qualifying Questions (PQQs)

Examination of a recent local authority contract offer, and practical exercises to apply this to your organisation.

What do procurement officers look for when assessing financial probity? The session guides delegates through an introduction to financial policies and procedures, including turnover guidelines and the pros and cons of partnering with larger organisations.

Using case studies and exercises we show delegates how they can assess which tenders are right for their organisation.

How can you provide evidence of client need and the wider economic and social impact of your work.

Introduce delegates to financial planning, budgets and forecasts.

Important considerations about Health & Safety and key policies

This course will work with procedures in relevant authorities.

Location

This course can be delivered at our offices in Chichester or at venues across the UK. It is also available online

Pricing

Individual prices for this in-depth and complex course are £125 including all materials, workbooks and ongoing support, further discounts for block bookings at a single venue.

Booking

For details of dates for individual bookings or availability and costings for group bookings.

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