

An Introduction to Public Sector Tendering—Course Outline

Duration: 3.0 Hours

Course Description: Are you looking to develop and grow your business? If so, have you considered tendering for Public Sector contracts?

Hundreds of contracts are published daily and opportunities exist for both SMEs and larger organisations to source and bid for these tenders.

If you would like to know more, or have previously had unsuccessful bids, this workshop will explain how the process works, what types of contracts are available and how you can access and successfully bid for tenders within your business sector for a wide variety of Contracting Authorities.

Who should attend? Business owners who want to develop and grow their business and would like to understand how tendering for Public Sector contracts can be a key part of that strategy, also business owners who have bid for tenders in the past with little or no success.

What will it cover?

- What is Public Sector tendering and who are the Public Sector organisations
- Facts and figures
- The FIVE component parts to winning a tender
- Pre-Qualification Questionnaires & Invitations To Tender
- Presentation Interviews
- Contract Awards & unsuccessful bids