



Public Contract Opportunities

A New Approach

Tel: 01629 583916
Fax: 01629 584972
Email: pco@tenderingforcare.com
Web: <http://pco.tenderingforcare.com/about/>

Routes to contracting with the public sector for small businesses and third sector organisations

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Eligible Organisations

Those which limit liability in some way and a Registered Charity. Limitation may be a company Limited by Guarantee, IPS, CIC, etc.

Or

Company Limited by share or guarantee with fewer than 250 employees and either a turnover of less than £11.2 million or total assets on the balance sheet of less than £5.6 million.

The Aim of the Workshops is:

to provide an overview of public sector procurement processes, training in tendering procedures and to increase the awareness of third sector organisations and SMEs so that they are in a better position to respond to future procurements.

The Outcomes are expected to be:

- increased understanding of procurement legislation and procedures;
- raising of awareness of how Third Sector and SMEs in the private Sector can work together to deliver Public Services;
- increased understanding of sub contracting

These Events are designed to help organisations to engage effectively in future procurement such as Flexible New Deal

The Intended Programme for these events is likely to be as follows but this may be subject to change:

10.00am	Start
10.10am	Overview of Procurement and implications for organisations submitting tenders;
11.10am	tea/coffee
11.30am	Key Considerations in tender preparation:
12.30 pm	Lunch/exercise (speed dating exercise)
1.30 pm	Consortium arrangements and sub contracting including implications for Trustees of charities and Directors of small businesses:
2.45pm	The Supply Chain – who is marketing to whom and opportunities for very small organisations with examples of where successful third/private sector sub-contracting is happening:
3.30pm	Finish.

