

Collaborative Tendering

Successful Tendering as a Consortium

We offer an all-in package based on our highly successful "How to Win Tenders" in-house events. This includes a practical, interactive day with all participants receiving a CD containing a wide range of information which we consider to be relevant to the training workshop. In addition all participants will receive a copy of our CD – A Guide to Tendering as a Consortium. We make a single charge for groups of up to 20 people. We can accommodate larger numbers subject to prior discussion.

The course covers:

What the legislation allows; Possible models of collaboration; Corporate considerations for collaboration and/or participating in a consortium; How to tender successfully as a consortium – what the purchasers are looking for; collaborative contracting and future options.

It is a current general view that tendering collaboratively or as a consortium will provide a successful route to securing contracts for the delivery of services. It is well known that these type of arrangements are difficult to manage effectively. It is, therefore important that before any commitments are made certain aspects are well understood by all involved:

- The systems and procedures which purchasers expect to be in place;
- How to minimise risk; and
- How to assure purchasers that the contract will be delivered as specified.

In structuring the collaboration or consortium it is important that participants are all aware of the Regulations and the business models which can be used. This workshop will include practical exercises; identify the potential legal pitfalls and show how these can be avoided and also demonstrate the opportunities which are offered by collaborative tendering. Participants will receive a copy of the CD – A Guide to Tendering as a Consortium, which includes a number of checklists for those to be involved in the collaboration as well as a set of action points for forming the consortium.

The workshop will cover:

- The Public Contracts Regulations and consortium tendering – what are the rules?
- How the Treaty of Lisbon impacts on collaborative working – how to avoid the potential risk arising from competition law;
- Consortium models,
- Other forms of collaborative working – sub-contracting and mergers;
- What standards might be required by a lead contractor and/or consortium members;
- Options for forming a consortium;
- New possibilities and opportunities which collaborative tendering is opening up for companies, organisations and sole traders;
- Options for your company/organisation.

The Workshop is usually run from 10.00 am to 3.30 pm, but other delivery models are possible.



We supply a projector and computer, but require a flip chart and screen.

Room layout cabaret style with a top table. A table is also required for the projector

Fee package

For the in-house workshop as set out above our fees are as follows

- Fee - £1,000
- all delegates will receive CD designed to support the Workshop together with a copy of our CD – A Guide to Tendering as a Consortium as well as a CD designed to support the Workshop (worth £30)
- O/N accommodation on the night prior to the event (this is excluded from events run within 30 minutes travelling time of Matlock, Derbyshire or within the M25). Please note that one of our tutors is disabled and requires accessible facilities. She is driven to events by her husband. Therefore level access is required also for the O/N a double accessible room is required and reserved disabled parking at all locations:
The cost of the accommodation is usually paid directly to the hotel by the event organiser. This avoids potential difficulties regarding VAT.
- Cost of travel.
- VAT on the above.

In order to discuss your individual requirements

please telephone 01629 57501

or email info@tenderingforcare.com

Participants in previous in-house workshops said:

well presented. Tutor very knowledgeable and gave useful information

excellent day – challenging!

many pieces of a jigsaw have been put together

excellent level of knowledge

it was worth having the training here as it enabled us to focus on tendering as it applies to us

it was wonderful to have the big picture and fit my charity into it. Just Brilliant. Moved my thinking on be 10 leaps!!

Contact us for information

Tel: 01629 57501

Email: info@tenderingforcare.com

Internet: www.tenderingforcare.com

