

We approach tendering from the perspective of the purchaser

The Director of TFC, Janet Roberts FRSA, originally a teacher, spent 17 years working as a Local Government Officer managing multimillion pound budgets for the delivery of services, largely in community education and care. Following a spell as Principal of a College and Charity CEO Janet set up Project Development and Support Ltd with her husband in 1991. For the first seven years the company helped colleges of FE, universities and schools bid for UK, European and International grant funding. Programmes included JOPP, PETRA, EUROTECNET, The World Bank, etc.

This very successful business changed direction in 1998 when the European Structural Funds (ESF, ERDF, LEADER, etc.) were opened up to charities. Over the seven years to 2005 the company secured £18.3 million in grant aid for customers, plus the biggest national ESF project grant awarded to a charity at that time - £6.3 million. Customers were charities in the health and social care sectors and included providers in the following sectors:

- Learning Disability; Physical Disability; Mental Health Services; Complex care needs;
- Education, SEN;
- Nursing Homes; Residential Care Services; Care in the Community;
- Housing for homeless, drug and alcohol services;
- Sheltered employment; social firms.

In 2000 Lloyd Davis joined the company. Holding a Masters Degree in Education, Lloyd had been the Head teacher of a comprehensive School in London which had successfully bid for a range of grants. Now the Company's Director of Operations Lloyd has a wide experience of working with smaller organisations and a very successful track record in the writing and preparation of successful tenders. He is based in London and has an in-depth knowledge of public sector purchasing in the capital. In 2007 Janet was awarded Fellowship and Life membership of the RSA in recognition of her work in helping organisations to tender for public sector contracts.

In May 2005, TFC was formed to help our existing customers to tender successfully in the new Competitive tendering environment. Growing to support a Membership of around 300 organisations we now help our customers to prepare tenders for the full range of services set out above. This has expanded to include:

- care for the elderly; domiciliary care; care at home;
- children's services; AHDC; adoption; fostering; short breaks;
- health in the community, healthy living; obesity;
- nursing; primary care ; GP out of hours services;
- health professionals such as physiotherapists; dentists;
- Housing Associations; property purchase schemes;
- consultants; medical; management; business services;

Together our customers were awarded 273 contracts during 2009, with £13.3 million awarded during the first 10 days of December 2009 alone.

Our services are enhanced by the work which we undertake for purchasers which includes;

- training for Commissioners
- procurement management – management of a complete tendering procedure
- tender scoring and appraisal.

This experience provides us with clear insight into the purchasers' current requirements and what makes an excellent, tender.

