

Understanding and Appraising Consortium Tenders

Alongside moves towards the reduction in the number of contracts held by public sector bodies has been a drive to encourage providers to tender collaboratively. The overall principle appears to be that providers of all sizes, largely charities and voluntary organisations can continue to provide services in a world of fewer, bigger contracts. There is a general impression that both sides are feeling their way at a time when the pressures of financial cut backs require some action.

TfC were recognised by the former Office of the Third Sector as national experts in this field; indeed we undertook the final, major edit of the Cabinet Office publication " Working in a Consortium" <http://www.tenderingforcare.com/news/working-in-a-consortium-and-tfc-12-golden-rules>. TfC has delivered a large number of courses of training on this subject for providers across the UK, and is currently developing and piloting a course in Collaborative Tendering for accreditation.

Commissioning Officers who have attended our courses, and more recently on blogs, have asked for a clearer understanding of the collaborative options which are available to providers, and importantly have wanted to understand the different models of collaborative working and how these can be appraised. This one day course has been designed to address these training requirements.

We will:

- **explain the legal and regulatory framework which surrounds collaborative working;**
- **consider the structures which are employed by providers; and**
- **discuss approaches to the fair appraisal of tenders submitted by collaborating providers and consortia.**

Specifically we will address:

- collaboration in the context of procurement and competition law;
- collaborative and consortium structures, including co-operatives, SPVs, Joint Ventures and mergers;
- evidence that risk has been addressed through appropriate development procedures;
- evaluating due diligence;
- appraising the collaborative structure and approach to the contract;
- assessing how responsibility and liability have been addressed.

We will use actual tenders to see how the processes work in practice.

Who should attend?

Officers commissioning services in the health, social care and voluntary sectors; contract managers and procurement officers in the public sector, RSLs and purchasing agencies.



Materials: Delegates will receive a CD containing notes from the day and a range of documentary background materials and resources.

Dates: Course Ref.118/10 24th June 2010
Course Ref.119/10 12th July 2010

Times: Coffee 9.30 am for 10 am start to 12.45 pm and 1.30 pm to 3.30 pm
(Coffee and tea are provided, lunch is not included)

Venue: Ibis Hotel, Lordsmill Street, Chesterfield, Derbyshire S41 7RW

[The hotel has free car parking and is about a five minute drive from jct 29 of the M1. Chesterfield is served by mainline trains from London to Leeds and cross country trains between the southwest, midlands and the north east. The hotel is within walking distance, or a short taxi ride from the railway station]

Fees per delegate: £260 + VAT = £305.50

TfC is a set of tendering and procurement support services provided by Project Development and Support Ltd

Project Development and Support Ltd is an accredited Open College Network Centre No. 55869

Please visit our website for details of our OCN accredited Level 3 course (with 6 credits) Tendering and Procurement Practice. Courses specifically for Commissioning Officers start in October 2010 www.tappocn.org.uk

Project Development and Support received a National Training Award in 2008

Details of TfC Membership can be found at:
<http://www.tenderingforcare.com/tfc-membership>

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TfC has four years of experience in providing Courses in Tendering and Procurement

Between January 2007 and December 2009 TfC delivered courses of training to over 7,000 people.

The following is a selection of the organisations for which TfC has provided training:

The Department for Work and Pensions (12 courses)
The Department of Health (2 courses)
Age Concern England (27 courses)
National Association for Voluntary and Community Action (NAVCA) (13 courses)
Supporting People: Buckinghamshire and Doncaster

Bristol Children's Services	Birmingham Adult Services
Wigan Borough Council	Islington Children's Services
Manchester Mental Health Services	Social Enterprise Greater Manchester
Wirral PCT	Warwickshire Care Services

Barnardo's
Turning Point
Headway
Leonard Cheshire
Islington Play Association
Hexagon Housing
Turnstone Support
The Princess Royal Trust for Carers

Sixty six people are currently following our OCN accredited level 3 course Tendering and Procurement Practice, a further 21 have already graduated.

Delegates at recent TfC courses have said:

Really useful training – very engaging and some great handouts

An excellent trainer with a wealth of knowledge and ideas

A really excellent day – thank you

Very clear and helpful delivery – managed to cover many key areas

Clear, concise, relevant

Wonderfully challenging: thank you for answering all our questions

Well done – could not do better

Enjoyed it all. Very informed trainer – thank you

