

Tendering as a Consortium

In- house CPD Certified Course for

Health, medical and Social Care providers

We offer an all-in package based on our successful work in helping providers for consortia which have then gone on to be awarded contracts. This is a practical, interactive day with all participants receiving a CD containing a wide range of information which we consider to be relevant to the Course. In addition all delegates will receive a copy of our CD – A Guide to Tendering as a Consortium. We make a single charge for groups of up to 18 people. We can accommodate larger numbers subject to prior discussion.

What the legislation allows; Possible consortium models; Considerations for providers participating in a consortium at the tendering and contracting stages and future options for providers.

It is a general view that tendering as a consortium will provide a route to contracting for the delivery of services. It is well known that consortium type arrangements are difficult to manage effectively so it is important that potential consortium leaders and member providers understand:

- The basics of competition law which governs effective consortium working;
- 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 consortium it is important that providers are aware of the Regulations and the types of consortium which can be used. This Course will include practical exercises, show how groups of providers can avoid potential legal pitfalls, and also demonstrate the opportunities which consortium tendering offers to third sector providers both large and small. Delegates will receive a copy of the CD – A Guide to Tendering as a Consortium, which includes a number of checklists for potential consortium members as well as a set of action points for forming the consortium.

The Course will cover:

- The Public Contracts Regulations and consortium tendering – what are the rules?
- Competition Law – what are the limitations?
- Consortium models, sub-contracting and mergers;
- What standards might be required by a lead contractor and/or consortium members;
- Options for forming a consortium;
- Avoiding the potential risks to consortium members arising from competition law;
- New possibilities and opportunities which consortium tendering is opening up for third sector providers of all kinds and sizes;
- Consortium and sub-contracting options for your provider.

The Course is usually run from 10.00 am to 4.0 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.

Fee package

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

- Fee - £1,200
- all delegates will receive CD designed to support the Course together with a copy of our CD – A Guide to Tendering as a Consortium as well as a CD designed to support the Course (worth £30)
- O/N accommodation on the night prior to the event
Please note: O/N accommodation is not required for events run within the M25 boundary of London.

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 (rail).
- 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 Courses 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

