



Stirlingshire Voluntary Enterprise
Volunteering | Social Enterprise | Voluntary Action

PREPARING FOR THE PROCUREMENT PROCESS

- Explore different ways to win contracts from the public sector
- Find out how to get your organisation procurement ready
- Investigate how sub-contracting and consortia can help your organisation
- Examine how procurement can be used to change the way services are delivered

5 & 6 OCTOBER 2017 | STIRLING



Procurement has made big strides in how third sector organisations can support the delivery of key public services.

It has become an important strategic function that offers charities, social enterprises and other organisations sustainable, income-generating solutions to relieve their dependence on grant funding.

This programme is an ideal opportunity to explore how you and your organisation can become 'procurement-ready'.

With the support of peers at a similar stage of development, you will strengthen your understanding of the procurement process and how you can develop a robust approach to tendering for contracts.

DURING THIS PROGRAMME YOU WILL:

- Develop your approach to pricing, products and partnerships
- Explore how your skills, expertise and track record can be 'sold' to purchasers
- Gain an understanding of what public sector bodies are trying to achieve through procurement
- Work through real Pre-Qualifying Questionnaires and Invitation to Tender documents
- Discover how relatively small organisations can win contracts

PROGRAMME DETAILS

DATES:	5 & 6 October 2017
TIME:	10am - 4pm
LOCATION:	Colessio Hotel, 33 Spittal Street Stirling, FK8 1DX
COST:	£150 per person (lunch and refreshments will be provided)

LEARNERS

This programme is for people leading third sector organisations, who are interested in developing new income-generating streams through procurement contracts.

PROGRAMME OVERVIEW

Your tutor will support you in developing your skills in a range of areas: evidencing your competence and capacity, pricing products, sub-contracting and working in consortia, completing tender documents and managing relationships.

There will be a brief input provided by Stirling Council Representative on the second day of the programme.

For more information about this programme, please contact:

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To make a payment, please contact:

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