

# Selling to the Public Sector



## Top tips to winning business with the public sector

The dates and venues are as follows:

**Monday 20<sup>th</sup> April**

**Gainsborough**

West Lindsey District Council  
Guildhall, Marshalls Yard, Gainsborough  
DN21 2NA

**Wednesday 22nd April**

**Sleaford**

The Lincolnshire Oak Hotel  
East Road, Sleaford, NG34 7EH

**Thursday 23rd April**

**Spalding**

South Holland District Council  
Council Offices, Priory Road, Spalding  
Lincolnshire. PE11 2XE

**Monday 27<sup>th</sup> April**

**Lincoln**

Lincolnshire Chamber of Commerce  
Commerce House, Outer Circle Road, Lincoln  
LN2 4HY

**Wednesday 29<sup>th</sup> April**

**Louth**

The Fairfield Enterprise Centre  
Fairfield Industrial Estate, Louth  
LN11 0LS

**Thursday 30<sup>th</sup> April**

**Boston**

Boston Enterprise Centre  
Venture House, Enterprise Way, Endeavour Park,  
Boston PE21 7TW

The Lincolnshire Procurement Forum spends over £750,000,000 a year on various public sector contracts and we want to help you understand how to **WIN SOME OF THOSE CONTRACTS!**

Selling to the Public Sector is a series of seminars to help local businesses understand the rules and regulations about procurement. These events provide information to help local businesses of all sizes tender for work with the public sector, not just in Lincolnshire but further afield. This half day event will give you the opportunity to understand how to complete and review standard public sector Pre Qualification Questionnaire and Invitation To Tender documentation for your business with help from procurement professionals.



### Agenda

- 09:15 Registration
- 09:30 Introduction
- 09:50 Pre Qualification Questionnaire /Invitation to Tender
- 12:00 Questions
- 12:30 Close

If you have any questions or queries about the event then please do not hesitate to contact the procurement help desk on 01522 553649 or email [procurement@lincolnshire.gov.uk](mailto:procurement@lincolnshire.gov.uk)

Places are limited to ensure you are able to network with all the delegates. To book your place on the Selling to the Public Sector event please fax back to Charlotte Robson on 0844 555220 or post the form below to Commerce House, Outer Circle Road, Lincoln, LN2 4HY

The Lincolnshire Procurement Forum is made up of Procurement Lincolnshire and its partners (the County Council and seven Local Authorities), Lincoln University, Lincolnshire Chamber of Commerce, Federation of Small Businesses, Fire and Rescue, the Police and Health Service. This event is also supported by Business Link.

#### Event supported by:



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Please book my FREE place at the "Selling to the Public Sector" event at (venue):

Alternatively email:  
[charlotte.robson@lincs-chamber.co.uk](mailto:charlotte.robson@lincs-chamber.co.uk)