

Selling to the Public Sector



Top tips to winning business with the public sector

The dates and venues are as follows:



Tuesday 20th April
Sleaford
Studio 4, The Hub,
Navigation Wharf, Sleaford
NG34 7TW



Thursday 22nd April
Louth
The Fairfield Enterprise Centre
Fairfield Industrial Estate, Louth
LN11 0LS



Wednesday 28th April
Grantham
The Gallery, Guildhall
Council Offices, St Peter's Hill, Grantham
NG31 6PZ



Thursday 15th April 2010
Spalding
Meeting Room 1, South Holland District Council,
Priory Road, Spalding
PE11 2XE



Wednesday 21st April
Lincoln
The Bentley Hotel,
Newark Road, South Hykeham, Lincoln
LN6 9NH



Tuesday 27th April
Gainsborough
West Lindsey District Council
Guildhall, Marshalls Yard, Gainsborough
DN21 2NA



Thursday 29th April
Lincoln
Lincolnshire Chamber of Commerce
Commerce House, Outer Circle Road, Lincoln
LN2 4HY

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

- 08:45 Registration
- 09:00 Introduction to Procurement
- 09:15 Advertising Tender Opportunities
- 09:30 Pre Qualification Questionnaire (PQQ)
- 10:45 PQQ Evaluation Process
- 11:00 Break
- 11:15 Invitation to Tender (ITT)
- 12:30 ITT Evaluation and Contract Award
- 12:45 Top Tips
- 13:00 Close

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

Please note, we reserve the right to charge £15 for non attendance.



The Training in Public Procurement Partnership (TIPP) is made up of Procurement Lincolnshire and its partners (the County Council and seven Local Authorities), the University of Lincoln, Lincolnshire Chamber of Commerce, Federation of Small Businesses, Fire and Rescue, the Police and Health Service. This event is also supported by the Procurement Alliance North and North East Lincolnshire (PANNEL) and Business Link.

Event supported by:



Reply Card

Name	
Job title	
Organisation	
Address	
	Postcode
Tel	Fax
Mobile	
Email	
Web	

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

Alternatively email:
charlotte.robson@lincs-chamber.co.uk