

WHO SHOULD ATTEND?

These events are primarily intended for Providers who are anticipating needing to tender for existing or new services and want to better understand how a Consortium approach could work to their advantage. They will also be useful for SP team members who want to gain an understanding of why Consortium arrangements can be good for the market and action they could consider in their approach to receipt of a Consortium bid

HOW MUCH DOES IT COST?

At £75 + VAT (inclusive of Resource Pack, refreshments and light lunch) we can't be beaten for value or quality.

2008 DATES AND LOCATION

8th October: Birmingham – Aston Villa FC (Morning)

14th October: London – MI Centre (Afternoon)

21st October: Manchester – GMCVO (Morning)

WHO ARE SUPPORT SOLUTIONS?

We've been around for over 17 years and our reputation is based on quality rather than marketing. We have a strong national reputation with SP Teams & Providers of all shapes and

sizes. Our client list can be seen at www.supportsolutions.co.uk/client.htm

BOOKING YOUR PLACE

Please contact us by email or telephone as per the details below. You can download a Booking Form by clicking [here](#). We now take credit and debit cards.

FORMAT FOR THE DAY

These half day sessions will include a practical mix of learning and examples. We want to ensure delegate participation through facilitated discussion, a practical exercise and the consideration of real issues related to this aspect of tendering and also equip delegates with the knowledge to then make informed decisions.

Support Solutions

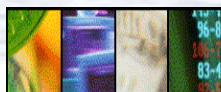
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Support Solutions

**A Consortium
Approach to
Tendering &
Procurement in
Supporting
People Services**

**SUPPORT
SOLUTIONS**

A CONSORTIUM APPROACH TO TENDERING & PROCUREMENT: SUPPORTING PEOPLE SERVICES

Following our very successful national and in-house general Tendering & Procurement events in 2007 and 2008 (over 1,500 delegates), and by popular request, Support Solutions are pleased to announce a series of events covering the increasingly important issue of **CONSORTIUM** arrangements. These workshop events will be of interest to those involved in or thinking of involvement in tendering for a service as part of a Consortium. They should equip delegates with a good practical knowledge of what the options there are for Consortia, what are the advantages/disadvantages and how to go about planning the arrangements, including templates of some of the processes and documentation involved.

WHAT WE PROPOSE

We will

- *briefly explore the regulatory background to Consortia.*
- *look at possible options for Consortia and alternative models of Provider co-operation in tender processes.*
- *Identify approaches to choosing your Consortium partners*
- *examine what Administering Authorities expect and how to best present a Consortium approach to them*
- *look at how Consortium arrangements need to be project managed and the individual tasks involved*
- *look in detail at the arrangements that need to be in place before the tender is submitted and what can be left until after the submission*
- *examine the risks and benefits involved and help you understand what may be the best option for your organisation*

ADDED VALUE

As always, we will provide delegates with a comprehensive and valuable

resource CD-ROM containing useful documents, working papers, spreadsheets, templates, tools and resources which will be of considerable value to the work you do in this changing environment.

There's too much on the CD-ROM to list here but it will assist providers with getting to grips with the complexities and realities of a Consortium approach. The Resource CD's we have previously developed have been universally well-received by SP teams and Providers alike.

OUTCOMES

- An understanding of the background and 'rules' involved in developing a Consortium approach
- An understanding of the options involved and the risks/benefits for each option
- A strategy for deciding how to best choose your partner(s) in Consortium collaboration.
- Equipping you with a work plan as to what is needed and the resource requirement for delivery
- A set of tools, knowledge & skills based on an information & discussion approach to training