



Consortium Development & Collaborative Bidding

As Government continues to strive to improve SME access to the Public Procurement markets, collaboration – the formation of Joint Ventures and Consortia - is increasingly common as an approach to winning bids.

Consortia can add great benefits to SMEs targeting new business in Public Procurement, and in private sector supply chains

- Opening up new sub-sectors of the Public Procurement market, and new private sector supply chains;
- Helping to meet minimum / mandatory criteria;
- Adding new / specialist skills and capabilities;
- Creating scale – through combined capacity.

The Workshop

This workshop examines (in detail) both the opportunities and challenges of forming successful consortia. And it considers all of the strategy and process issues involved – legal, business, procurement, compliance, etc. The issues will be addressed through a combination of

- Experience of the trainer in actually facilitating and working in collaborations over many years;
- Best practice guidance on the process – legal best practice, business best practice, and bidding best practice.

Who Should Attend?

The workshop is designed for SME's that either **are bidding** or are **considering bidding** for contracts, in conjunction with collaborative partners.

Date: 20th November

Venue: The Innovation Factory, Belfast

Time: 9.00am – 12.30pm

***This event is free to attend but registration is essential.**