

Consortium Development & Collaborative Bidding – FREE Webinar

Date: 24 June 2020

Time: 3:30pm – 6:30pm

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 Webinar:

This webinar 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 webinar is designed for SMEs, SEEs, micro companies etc. based in the following Council regions:

- Antrim and Newtownabbey Borough Council
- Mid and East Antrim Borough Council
- Lisburn and Castlereagh City Council

That either **are bidding** or are **considering bidding** for contracts, in conjunction with collaborative partners.

***The webinar is free to attend but registration is essential.**

Register here:

<https://www.eventbrite.co.uk/e/consortium-development-and-collaborative-bidding-webinar-registration-106793781074?aff=erelexpmlt>