

ADVANCED TENDERING IN THE PUBLIC SECTOR CONSTRUCTION MARKET

A two-part webinar workshop delivered
in partnership with InterTradelreland



BOOK NOW

Part 1 - Wednesday, 20 May 2020 9:30am to 1pm

Part 2 - Wednesday, 27 May 2020 1pm to 4:30pm

FREE
two part Webinar
Workshop for the
construction
industry

The Format:

The webinar is delivered as part of the Go2Tender Programme – using the ZOOM Business webinar platform. You don't need to have a ZOOM subscription.

When you book a place, before the first session you receive an email with a registration link and simple instructions. It's simple – one click – so you can participate from your office or your home

Who?

This interactive webinar series is designed for Construction Businesses that are experienced in targeting (and winning) business in the Public Sector Construction Market – in Ireland, Northern Ireland and Britain and that want to grow significantly in the Public Sector market – winning large public contracts in infrastructure, utilities, housing, and public services.

Why consider this?

The webinar series will focus on identifying the **large opportunities** emerging in public sector construction across the UK and Ireland – to clearly highlight the scale of the opportunity.

It will also focus on how experienced companies can find another level in bid success – through, for example Consortium Development – Joint Ventures and Better Bid Writing.

So, the workshop is designed to ensure that experienced public sector construction businesses further improve tender performance and outcomes – evidence is that tender awards come down to small scoring differences, and this workshop is focused on helping participants to 'do their best work' in preparing and submitting tenders to win more public sector construction contracts.

For further information and to book a place/s contact **Laura at Envision on 028 90452777** or email **laurak@envision-ni.co.uk** quoting 'Go to Tender'

WEBINAR PART 1 - WEDNESDAY, 20 MAY 2020 9.30AM TO 1PM

Time	Topics
9.30am	Key Success Factors in Maximising Tender Performance
10.00am	Mapping the public sector construction market – the major opportunities in infrastructure, utilities, housing, and public services: Major Construction Pipelines - Conor Eyre: CIS
11.00am	Short Break
11.15am	<p>JV's and Consortium Development:</p> <ul style="list-style-type: none"> • The objectives and reasons for establishing Consortia and JV's • Identifying & managing risk in Collaboration – legal, financial, business reputation, contract, delivery, etc. • Characteristics of Successful Consortia and JV's <p>Forming a JV - Consortium</p> <ul style="list-style-type: none"> • Timing • Process: The steps (and challenges) involved in establishing a collaboration. <p>Managing Collaboration in Public Tendering:</p> <ul style="list-style-type: none"> • Partner search and selection • Key success factors for sustaining collaboration • Developing a collaboration agreement • Tips for developing a Collaborative bid • Risk management in collaborative contract delivery
12.00noon	<p>Guest Speaker: Aine Smith Eversheds Sutherland</p> <p>Legal Issues in the formation of Collaborations – JV's & Consortia</p> <ul style="list-style-type: none"> • Forming the JV / Consortium • The Collaborative Bid (procurement rules)
1.00pm	Close – Part 1

PART 2 - WEDNESDAY, 27 MAY 2020 1PM TO 4.30PM

Time	Topics
1.00pm	<p>Recap on key points from Part 1.</p> <p>Participant Q&A</p>
1.30pm	<p>Types of procurement procedure & Forms of tender event:</p> <ul style="list-style-type: none"> • Frameworks • Negotiated Procedures • Competitive Dialogue
2.00pm	<p>Writing to Win – selling yourself throughout the bid – write bids that are</p> <div> <p>Technically Competent Communicative & Clear Compelling & Engaging</p> <p>}</p> <p>Throughout all key areas of content</p> <ul style="list-style-type: none"> • Method statements • Organisation structure & Team • Company experience • Understanding of requirements </div>
3.00pm	Short Break
3.15pm	<p>Experience of Bidding for Large Complex Construction Projects</p> <p>Guest Speaker: Nick Fletcher, CEO Murphy Construction GB</p>
4.30pm	Summary & Close
	End

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