

TENDERING IN PUBLIC SECTOR CONSTRUCTION



A series of one day workshops delivered in partnership with InterTradeIreland

Whether you are new to the role or have been in the role and want to improve your bid writing performance to help win new contracts then one of the following **one day** workshops may be for you.

All Workshops cost £25* and include lunch and refreshments.

Workshop 1

→ Tendering in the Public Sector Construction Market (two dates)

Who: This workshop is designed for Construction Businesses that are in the **early stages** of targeting (or are just thinking about targeting) the Public Sector Construction Market in Ireland, Northern Ireland, and Britain.

Why consider this workshop?

The workshop will highlight the opportunities emerging in public sector construction across the UK and Ireland – to clearly communicate the scale of the market opportunity and having flagged the opportunity, the workshop is designed to help construction businesses that don't have much (if any) experience of public sector tendering, to prepare and submit competent and competitive tenders.

This Workshop will be further enhanced with a representative in attendance from the **Central Procurement Directorate (CPD)** to deliver a presentation on some of the upcoming major opportunities and also a presentation on **Buy Social**.

Date: Monday, 1 October 2018
Time: 9.00am - 4.30pm
Venue: CITB NI, Nutts Corner Training Centre, 17 Dundrod Road, Crumlin, Co Antrim BT29 4SR

Date: Wednesday, 27 March 2019
Time: 9.00am - 4.30pm
Venue: Innovation Factory, Forthriver Business Park, 385 Springfield Rd, Belfast BT12 7DG

Workshop 2

→ Advanced Tendering - In Public Sector Construction (two dates)

Who: This workshop 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 workshop?

The workshop 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.

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.

Date: Wednesday, 6 February 2019
Time: 9.00am - 4.45pm
Venue: Cookstown Enterprise Centre, Derryloran Industrial Estate, Sandholes Road, Cookstown BT80 9LU

Date: Wednesday, 8 May 2019
Time: 9.00am - 4.45pm
Venue: CIDO Innovation Centre, 73 Charlestown Road, Portadown, Craigavon BT63 5PP

To book a place/s contact **Laura at Envision on (028) 9045 2777** or email **Laurak@envision-ni.co.uk**, quoting 'Go-To-Tender'.

TENDERING IN THE PUBLIC SECTOR CONSTRUCTION MARKET WORKSHOP

Time	Topics
9.00am	Arrival & Tea / Coffee
9:15am	Overview of CITB NI's Products and Services
9.30am	<p>Introductions</p> <p>Icebreaker Tasks</p> <ol style="list-style-type: none"> 1. Identifying the Key Success Factors for Public Sector Tendering – for businesses with limited tendering experience. 2. The measures being taken by procurement bodies to open up public procurement to SME's & small firms.
10.30am	An overview of Public Procurement : Video on how Public Procurement works in NI.
10.40am	The public sector Construction Market – Pipeline of some of the major opportunities: Guest Speaker: A presentation by Central Procurement Directorate
11.00am	Break: Tea & Coffee
11.15am	<p>Understanding the Public Sector Buying Process</p> <ul style="list-style-type: none"> • Tender Thresholds • Where to find specific tender opportunities – sourcing those tenders: above & below threshold: The right tender portals <p>Types of procurement procedure & Forms of tender event:</p> <ul style="list-style-type: none"> • Frameworks & Lots • Dealing with PQQs • Secondary Competitions
12.00pm	Preparation – from a distance: Meeting all compliance requirements and mandatory criteria.
12.45pm	Lunch
1.15pm	Guest Speaker: A presentation on Buy Social: Esther Barnes
1.30pm	<p>Your Public Sector Bid Strategy</p> <ul style="list-style-type: none"> • Making a Bid – no bid decision • Developing Your Tender Value Proposition <p>Preparation – Up Close: Scoring well on the evaluation criteria Writing a winning bid / selling yourself throughout the bid</p> <ul style="list-style-type: none"> • Laying out & presenting the tender - Visuals & graphics • Understanding of requirements • Case studies / project examples – making the most of your experience • Programme of works / project plans / methodologies <p>Building your tender library</p>
Mid-afternoon break	
3.15pm	<p>Estimating & Pricing</p> <ul style="list-style-type: none"> • Pricing to win: price Vs quality weightings • Identifying value in your bid <p>Submitting your bid: on line or offline submission? The tender evaluation process Managing Feedback & Debrief: learning for the future</p>
4.30pm	Summary Actions & Close

ADVANCED TENDERING - IN THE SECTOR CONSTRUCTION WORKSHOP

Time	Topics
9.00am	Arrival & Tea / Coffee
9:15am	Overview of CITB NI's Products and Services
9.30am	Introductions & Icebreaker: Key Success Factors in Maximising Tender Performance
10.30am	Mapping the public sector construction market – the major opportunities in infrastructure, utilities, housing, and public services: Major Construction Pipeline
11.00am	Break – Tea & Coffee
11.15am	<p>JV's and Consortium Development: Group Working Session – in 3 Groups</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
12.15pm	<p>Guest Speaker: Procurement Law Expert</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	Lunch
1.30pm	<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
2.30pm	<p>Types of procurement procedure & Forms of tender event:</p> <ul style="list-style-type: none"> • Frameworks • Negotiated Procedures • Competitive Dialogue
3.00pm	Break – Tea / Coffee
3.15pm	<p>Writing to Win – selling yourself throughout the bid – write bids that are</p> <div> <div> <p>Technically Competent Communicative & Clear Compelling & Engaging</p> </div> <div> <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> </div>
4.00pm	<p>Pricing & Contracts on Large Complex Construction Projects</p> <ul style="list-style-type: none"> • Guest Speaker: From a large NI Construction Group
4.45pm	Summary & Close

CITB NI Business Improvement Events 2018/19

Programme of Events

Topics	Date	Venue	Click link below to Book
Tendering in the Public Sector Construction Market Workshop	Monday, 1 October 2018	CITB NI, Crumlin	<u>BOOK NOW</u> <u>£25*</u>
Introductory Digital Marketing & Social Media Workshop	Wednesday, 24 October 2018	Newcastle	<u>BOOK NOW</u>
GDPR and Cyber Security Awareness Training	Wednesday, 21 November 2018	Portadown	<u>BOOK NOW</u>
Advanced Digital Marketing & Social Media Workshop	Wednesday, 16 January 2019	Belfast	<u>BOOK NOW</u>
Recruiting Apprentices & Training Needs Analysis (for CITB NI Registered Employers only)	Wednesday, 30 January 2019	Derry/ Londonderry	<u>BOOK NOW</u>
Advanced Tendering - in Public Sector Construction*	Wednesday, 6 February 2019	Cookstown	<u>BOOK NOW</u> <u>£25*</u>
Introductory Digital Marketing & Social Media Workshop	Wednesday, 27 February 2019	Coleraine	<u>BOOK NOW</u>
GDPR and Cyber Security Awareness Training	Wednesday, 13 March 2019	Ballymena	<u>BOOK NOW</u>
Tendering in the Public Sector Construction Market Workshop	Wednesday, 27 March 2019	Belfast	<u>BOOK NOW</u> <u>£25*</u>
Recruiting Apprentices & Training Needs Analysis (for CITB NI Registered Employers only)	Wednesday, 10 April 2019	Omagh	<u>BOOK NOW</u>
Advanced Tendering - In Public Sector Construction	Wednesday, 8 May 2019	Portadown	<u>BOOK NOW</u> <u>£25*</u>
Advanced Digital Marketing & Social Media Workshop	Wednesday, 29 May 2019	Derry/ Londonderry	<u>BOOK NOW</u>

Please note there is a charge to all attendees of **£25** to attend the Tendering Workshops. Price includes lunch.

*These Workshops are not eligible for CITB NI Grant.

For further information contact:

CITB NI
17 Dundrod Road
Crumlin
Co Antrim BT29 4SR
Tel: 028 9082 5466
Email: info@citbni.org.uk
Website: www.citbni.org.uk



Events, unless otherwise stated, are open to non CITB NI registered companies but will incur a charge of £25.

Are you working in construction? Construction employers working in Northern Ireland for 27 weeks or more are legally required to register with CITB NI. Registered employers can claim training grants, access our Mobile Training Unit, Virtual Training Facility VET360, scaffolding training and training support materials such as health & safety booklets, blueprint and online training directory. Find out about these and other services at www.citbni.org.uk.
Click here to find out more about how to register.

