

TENDERING IN THE PUBLIC SECTOR CONSTRUCTION MARKET

(in partnership with InterTradelreland)

1 DAY WORKSHOPS – Cost: £25* to all participants includes lunch and refreshments.



CRUMLIN, DERRY/LONDONDERRY, NEWRY - Book Now

Date: Monday, 13 November 2017, 9:00am-5:00pm
Venue: CITB NI, 17 Dundrod Road, Crumlin, Co Antrim BT29 4SR
BOOK NOW (quoting Go-2-Tender)

Date: Friday, 23 February 2018, 9:00am-5:00pm
Venue: Innovation Centre, Bay Road, Derry/Londonderry BT48 7TG
BOOK NOW (quoting Go-2-Tender)

Date: Friday, 15 June 2018, 9:00am-5:00pm
Venue: Canal Court, Merchants Quay, Newry BT35 8HF
BOOK NOW (quoting Go-2-Tender)

Date: Monday, 1 October 2018, 9:00am - 5:00pm
Venue: CITB NI, 17 Dundrod Road, Crumlin, Co Antrim BT29 4SR
BOOK NOW (quoting Go-2-Tender)

Who should attend?

This workshop is designed for Construction Businesses that are targeting (or thinking about targeting) the Public Sector Construction Market – in Northern Ireland, 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 improve tender performance and outcomes – tender awards can come down to small scoring differences, and this workshop is focused on helping participants to 'do their best work' in preparing and submitting tenders for public sector construction contracts.

Times	Topics
9:00am	Arrival & Tea / Coffee
9:15am	Overview of CITB NI's Products and Services
9:30am	Introductions & Discussion on Tendering Experience, Strengths & Weaknesses
10:30am	Mapping the public sector construction market – some of the major opportunities Developing a Tender Road-Map – identifying the right opportunities for you Understanding the Public Sector buying process Tender thresholds Where to find specific tender opportunities – sourcing those tenders: above and below threshold: The right tender portals
Mid-morning break	Types of procurement & forms of tender event: <ul style="list-style-type: none"> • Framework • Dealing with PQQ's • Secondary Competitions New Directives – making the public sector market more accessible to smaller businesses Preparation – from a distance: Meeting all the mandatory criteria
12:30pm	Lunch
1:15pm	Your Public Sector Bid Strategy <ul style="list-style-type: none"> • Bid – no bid decision making • Developing your tender value proposition Preparation – up close Writing techniques – writing a winning bid / selling yourself throughout the bid <ul style="list-style-type: none"> • Laying out the tender • Case Studies / project examples • Visuals & Graphics • Programme of Works /Project Plans / Methodologies Proving that you meet the criteria <ul style="list-style-type: none"> • The Mandatory Criteria • The Evaluation Criteria Building your Tender Library Dealing with (relatively) new clauses – eg corporate / social responsibility clauses
Mid-afternoon break	
3:00pm	Estimating & Pricing <ul style="list-style-type: none"> • The tools for pricing • Presenting the price • Identifying value Submitting the bid The evaluation process Feedback & Debrief: Learning for the future Some Guidelines on establishing consortia and collaborative bidding
4:30pm	Summary Actions & Close

CITB NI BUSINESS IMPROVEMENT EVENTS 2017/18

Programme of Events

Topics	Date	Venue	Book Now
Tendering in the Public Sector Construction Market Workshop (in partnership with InterTradelreland)	Monday 13 November 2017	CITB NI, Crumlin	<u>BOOK NOW</u> £25*
Digital Marketing & Social Media Workshop	Wednesday 21 February 2018	Seagoe Hotel, Portadown	<u>BOOK NOW</u>
Tendering in the Public Sector Construction Market Workshop (in partnership with InterTradelreland)	Friday 23 February 2018	Innovation Centre, Derry/Londonderry	<u>BOOK NOW</u> £25*
Credit Control & Cyber Security	Wednesday 21 March 2018	CITB NI, Crumlin	<u>BOOK NOW</u>
Recruiting Apprentices and Training Needs Analysis** (in partnership with InvestNI)	Wednesday 18 April 2018	Canal Court, Newry	<u>BOOK NOW</u>
Recruiting Apprentices and Training Needs Analysis** (in partnership with InvestNI)	Wednesday 25 April 2018	Lodge Hotel, Coleraine	<u>BOOK NOW</u>
Digital Marketing & Social Media Workshop	Wednesday 23 May 2018	Silverbirch Hotel, Omagh	<u>BOOK NOW</u>
Tendering in the Public Sector Construction Market Workshop (in partnership with InterTradelreland)	Friday 15 June 2018	Canal Court, Newry	<u>BOOK NOW</u> £25*
Credit Control & Cyber Security	Wednesday 20 June 2018	Everglades Hotel, Derry/Londonderry	<u>BOOK NOW</u>
Tendering in the Public Sector Construction Market Workshop (in partnership with InterTradelreland)	Monday 1 October 2018	CITB NI, Crumlin	<u>BOOK NOW</u> £25*

Please note there is a charge of £25* to attend the 'Tendering in the Public Sector Construction Market' Workshop. All other events are **FREE** to registered employers and £25 for non CITB NI registered attendees.

*not eligible for CITB NI Grant

**Only CITB NI registered employers eligible to attend

Refreshments will be provided on arrival.

For further information contact:

CITB NI
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Crumlin
Co Antrim BT29 4SR
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Website: www.citbni.org.uk



FREE

to CITB NI
registered employers

Please have your
registration number
available when
booking

£25

for non
CITB NI
registered
attendees



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. To find out more about how to register log on to <http://www.citbni.org.uk/Test-Page/Registration.aspx>