



## Background

This course is aimed at Chief Executives, Trustees and senior managers from social enterprises, community organisations and charities who are looking to tender for local authority contracts. Organisations which find the procurement process difficult to grasp; and those seeking to improve their success by developing their internal capability.

## Delivery

Complete overview of the current EU Procurement Process, including case studies in each area and a review of Pre-Qualifying Questions (PQQs)

Examination of a recent local authority contract offer, and practical exercises to apply this to your organisation.

What do procurement officers look for when assessing financial probity? The session guides delegates through an introduction to financial policies and procedures, including turnover guidelines and the pros and cons of partnering with larger organisations.

Using case studies and exercises we show delegates how they can assess which tenders are right for their organisation.

How can you provide evidence of client need and the wider economic and social impact of your work.

Introduce delegates to financial planning, budgets and forecasts.

Important considerations about Health & Safety and key policies

A discussion around the likely impact of Brexit on this process, this will be up to date and will work with procedures in relevant authorities. The process will have to follow the current EU model for some time at least.

## Material and workbooks

The course is interactive and contains practical exercises and case studies. As part of my ongoing commitment to the environment, delegates will receive copies of all slides in electronic format as well as a copy of their workbook.

## Pricing

Individual prices for this in-depth and complex course are £150 including all materials and support, further discounts can be arranged for block bookings at a single venue.

## Booking

For details of dates for individual bookings or availability and costings for group bookings.

📞 01243 217 837 📧 [ask@josephvictor.co.uk](mailto:ask@josephvictor.co.uk)