



WINNING UK AND OVERSEAS BIDS BY DEVELOPING COMPETITIVE STRATEGIES AND WIN THEMES

Date:

Thursday 10 October 2019, 9.00am - 12.30pm

Location:

London Chamber of Commerce and Industry (LCCI), 33 Queen Street, London EC4R 1AP

DESCRIPTION

This course will offer practical advice to help you develop the necessary skills to submit winning tenders. You can benefit from this course whether your objective is to bid successfully for public sector contracts or become part of the wider supply chain via established prime contractors.

THE TRAINER

Mike Raynor is the Bid Director of Raynor Bid Consultancy, a specialist consultancy which assists companies to bid for, and win, public and private sector contracts. Clients include rail, construction, defence and professional services companies. Recent projects include

the winning 1.5bn HS2 Euston Station tender and a successful tender for the Dounreay Decommissioning Framework.

COURSE CONTENT

By the end of this course you will be able to:

- Have a general understanding of bidding
- Find UK and international bidding opportunities
- Perform competitor analysis and competitive positioning
- Develop win themes which differentiate you from competitors
- Benefit from, and successfully apply, the numerous examples of win themes which won bids
- Write winning responses confidently
- Benefit from a Q&A session at the end of the event

WHO SHOULD ATTEND?

This workshop is suitable for anyone involved in bidding for public sector contracts, or those who provide products and services to public sector suppliers.

CONTACT:

For further information regarding this event, please contact:

Elena Molinari
Adviser – Enterprise Europe Network
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T: +44 (0)20 7203 1929

BOOKING DETAILS

S9027

ATTENDANCE AT THIS EVENT IS COMPLIMENTARY. However, there is no admittance without prior registration with a maximum of one place per company available.

PARTICIPANTS WHO FAIL TO CANCEL THEIR ATTENDANCE IN WRITING AT LEAST ONE WEEK PRIOR TO THE EVENT WILL BE CHARGED A 'NO-SHOW' FEE OF £60 INCLUSIVE OF VAT.

CARD DETAILS – AGREEMENT TO “NO SHOW” POLICY

Signature	Date	/	/
Card no	Card security code (last three or four digits on the signature strip)		
Start date	/	Exp date	/
Issue number (maestro only)	Name of card-holder		
Card-holder / Billing address			
Postcode	Signature	Date	/ /

Please note: Your card won't be charged – we only need your card details to guarantee your booking.

Please note that registrations to this event are subject to approval by LCCI. Companies will be sent a confirmation email if their application has been successful within two working days of booking.

TO REGISTER

Please complete the registration form below in BLOCK CAPITALS and email to: Elena Molinari, Adviser – Enterprise Europe Network, LCCI, 33 Queen Street, London EC4R 1AP, E: emolinari@londonchamber.co.uk, T: +44 (0)20 7203 1929.

ABOUT YOU AND YOUR COMPANY

Title	First name	Surname	
Your job title	Company name		
Company address			Postcode
Email	Website		Tel
Number of employees	Annual turnover £	Year established	
Business Sector			

ABOUT ENTERPRISE EUROPE NETWORK (EEN)

EEN is the world's largest business support network, providing London SMEs with free practical advice, assistance and information on European issues. This includes EU legislation and policy and public sector opportunities in Europe, as well as access to business co-operation partners. EEN brings together business support organisations from over 60 countries and 600 member organisations worldwide. In the UK, EEN is jointly funded by the European Commission and Innovate UK, helping to connect SMEs that are looking to commercialise ideas and succeed in new markets.

PRIVACY AND DATA PROTECTION

We are committed to protecting and respecting your rights to privacy and data protection. We will use the information we collect about you in accordance with the reasons stated when we collect it and to inform you of our activities. The information supplied by you will be held on London Chamber of Commerce and Industry databases and we will take reasonable measures to safeguard its confidentiality, integrity and availability. Our Privacy Policy sets out how the Chamber collects, uses, shares and retains all personally identifiable information.

TICK the box(es) if you would like:

Your name, job title, company and business activity displayed on the printed and electronic guest lists for this event

Your full contact details shared with external sponsor(s), partner(s) and host(s) for this event who may contact you about their services (sponsors, partners and hosts are listed on the event marketing collateral, guest list and website)