

# Intense Two-Day Training on Public Sector Tendering Requirements

## CHALLENGE

Our client was a company that specialised in the refurbishment of properties within the North West, who was new to public sector tendering.

The client had been successful at securing work with the private sector for many years, but wanted to expand their offering and experience by looking to deliver their services to public sector clients.

Apsiz was appointed to provide introductory advice, guidance and support so that the client could develop a deeper knowledge and understanding.

## SOLUTION

Apsiz delivered an intense two-day training course to help the client:

- Understand the Public Contracts Regulations 2015
- Prepare in advance for opportunities being advertised
- Develop a bidding strategy
- Know how to respond to the standard selection questionnaire
- Understand and interpret the critical parts of the tender documents
- Develop a bid plan and tender content to write high scoring answers
- Deal with mid- pre- and post-bid activities

Apsiz also undertook a qualitative review of the client's first tender response prior to its submission in order to confirm the client's understanding and verify the accuracy and quality of its completion.

## RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Expert advice and guidance provided on the requirements of the Public Contracts Regulations 2015.
- ⇒ Detailed insight into the 5 different EU procurement procedures, i.e. open, restricted, competitive with negotiation, competitive dialogue, innovation partnership, and the implications of each for bidders.
- ⇒ Intense two-day training course delivered involving numerous group exercises to aid understanding and provide opportunities for delegates to share experiences across industries.
- ⇒ Quality assurance exercise undertaken on client's first tender response to confirm its accuracy of completion and provide assurance regarding the client's knowledge and understanding.