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| 27-Mar, 12:30 PM | Navigating Public Sector Competitions - Series of Lunch & Learn Sessions | At this final session we'll look at the feedback process. After every public sector bid when the result of the tender is communicated to you, it should be accompaniedby some feedback . At this session we will go through examples of useful feedback and overview what you should expect to get or can ask for from the contracting authority. We will also chat through how to use feedback for future work. We'll also discuss what to do if you're not happy with either the outcome or process and where you can go to get support. |
| 09-Apr, 9:30 AM | Procurement Act 2023 | As we prepare for the Act to come into force later in 2024, we reflect on updates from Government in how we are preparing both procurement and providers for the new procurement environment. |
| 16-Apr, 10:00 AM | Supplier Diversity - What is it? | Looking at the topic of supplier diversity and what does it mean? How does the Procurement Bill and the Public Services Act speak to diversity? How can procurers consider supplier diversity as a outcome of being accessible and inclusive in procurement processes. How does market research and market engagement support supplier diversity. |
| 25-Apr, 10:00 AM | Find Businesses to Partner With & Develop Collaborative Working | Learn about developing partnerships/collaborations for opportunities in the public sector & meet businesses who may become future partners |
| 09-May, 10:00 AM | Marketplace Development for Procurement & Commissioners | A practical overview of marketplace development for commissioners or procurement teams in either public or private sector. We'll give an insight into the intelligence we have gathered through the marketplace about the barriers and challenges to growth and chat through some opportunities to help make your funding applications (procurement competitions, grants or other) accessible and inclusive. How to help build both the quantity and quality of submissions from local SME/VCSE organisations and build a richly diverse supply base. |
| 23-May, 10:00 AM | Social Value for Providers | Developing your social value narrative, policy development, communicating social value (Reference to Themes, Outcomes, Measures TOMs) |
| 06-Jun, 10:00 AM | Carbon Net Zero for Providers | A practical overview of Carbon Net Zero (CNZ) for providers. Where do you start, what does it mean and what proportionate, relevant and impactful actions can you take as a business |
| 18-Jun, 10:00 AM | Credibility & Accreditations | Exploring what basic credibility means from a public sector competition perspective and how to get it. |
| 27-Jun, 09:30 AM | Procurement Act 2023 | As we prepare for the Act to come into force later in 2024, we reflect on updates from Government in how we are preparing both procurement and providers for the new procurement environment. |
| 09-Jul, 10:00 AM | Writing Policies for Public Sector Work | An insight into the policies generally required by the public sector to successfully win work and how to get started developing your own. |
| 17-Sep, 10:00 AM | Finding Opportunities in the Public Sector | This event is designed for local, micro, diverse & voluntary sector organisations who want to find opportunities in the public sector and will explore the different portals and search engines available and how to navigate them. |
| 24-Sep, 09:30 AM | Procurement Act 2023 | With the Act due to be live next month we do a round up of the changes, support and guidance available and hold an open drop in session for questions from providers about the Act. |
| 08-Oct, 10:00 AM | Bid Skills Workshop (1/2 day) | A deeper dive with practical work along examples of a typical public sector procurement, how to work through the stages and draft responses on quality questions, social value, carbon reduction and maximise chances of success |
| 23-Oct, 10:00 AM | Promoting Your Organisation | How to stand out from the crowd when you're seeking to grow your business in the public sector, and how the Public Sector Supply Ready (PSSR) accreditation can help you to prepare for opportunities and show your client markets that you have invested in your preparedness |
| 07-Nov, 10:00 AM | Find Businesses to Partner With & Develop Collaborative Working | Learn about developing partnerships/collaborations for opportunities in the public sector & meet businesses who may become future partners |
| 21-Nov, 10:00 AM | Responsible Business for Public Sector Suppliers | A practical overview of the topics that make up Responsible Business such as Sustainability, Carbon Net Zero and Social Value |