



## TENDERING TOGETHER WORKSHOP

### Win new business and cut costs through collaboration

Book now for this practical workshop to help small and medium sized companies and third sector organisations explore the benefits of collaborative bidding. **98% of previous participants said they would recommend Tendering Together to others!**

Tendering Together will help you develop more professional approaches to:

- *tender with others for opportunities in the public and commercial sector*
- *improve supply chain relationships and agreements*
- *prepare joint proposals for funding programmes*
- *reduce costs through joint purchasing arrangements*

Organised jointly by Scottish Enterprise, Co-operative Development Scotland and the Supplier Development Programme, the workshop includes:

- *information and case studies on the benefits of different types of collaboration and finding/selecting partners*
- *practical templates and tips for writing high scoring joint bids*
- *advice on drafting heads of agreement at the early stages of collaboration and more detailed consortium/partnership agreements later in the process*

#### **Falkirk**

4th March 2014, 9.30am – 4pm  
The Brockville Suite  
Falkirk Stadium  
4 Stadium Way  
Falkirk, FK2 9EE

Bookings: [http://www.sdpscotland.co.uk/events/events-calendar/2014/march/tendering-together-\(falkirk\)](http://www.sdpscotland.co.uk/events/events-calendar/2014/march/tendering-together-(falkirk))

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