

FREE
**OPPORTUNITY
FINDER OFFER**
see over



Selling to the public sector

There's more to this opportunity
than meets the eye

**The Public Sector spends
£175 billion a year on
goods and services which
you may be able to
contribute to and profit
from**

**Selling to the Public Sector
is not always an easy task**

**This practical programme
is tailored for your business
and will help you improve
your tender-bidding**

sfedi

EnterpriseAmbassador™

PART OF THE PWL CHAIN REACTION PROGRAMME



PROGRAMME DETAILS

HALF DAY 1: FUNDAMENTALS

Are you fit to supply to the Public Sector? Understanding the finer points of compliance. Go through our audit and then build a winning pack of policies, insurances, finance and testimonials. Take away our workbook and TOP TIPS AND TECHNIQUES.

HALF DAY 2: SUCCESSFUL BID WRITING

The tendering process is designed to filter you out. Understand the Buyer and the buying process. Learn key techniques in answering Pre Qualification Questionnaires and optimising your response to the Tender opportunity. Take away our workbook and TOP TIPS AND TECHNIQUES.

HALF DAY 3: MAXIMISE YOUR CREDIBILITY

Establish your credentials to reduce the buyer's perception of risk. Understand how to effectively market yourself to the Public Sector including your web site, printed material and presentation skills. Take away our workbook and TOP TIPS AND TECHNIQUES.

HALF DAY 4: COLLABORATION

Through collaborating you can significantly increase the opportunities to go for and improve your success rate. We show you the best way to create "Buyer friendly" groups. Take away our workbook and TOP TIPS AND TECHNIQUES

COST

Each half day is charged at £375 plus VAT. If you are eligible for a Train to Gain grant it will reimburse the first £500, and thereafter 50% of the rest, to a maximum of another £500.


Why us?

- We have a long track record of bid writing with an 80% success rate
- We can help you overcome the hurdles
- Benefit immediately from our TOP TIPS
- Practical workbooks help you to implement your action plans
- Access to our FREE helpline for 30 days

TAKE ALL 4 SESSIONS and get a FREE 3 months subscription to our OPPORTUNITY FINDER CLUB - WORTH £45

Partnership Working Ltd

Contact us on:

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PWL/CR/01



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