

Recycling and Waste Contract Support: Writing and Winning Contracts

Date

Friday 26th
February 2010

Time

09:00 – 16:30

Venue

Lancashire County
Cricket Club

Envirolink Northwest is holding a FREE workshop and networking session designed to equip both waste producers and recycling and waste service providers with the necessary information required to develop, bid for and manage recycling and waste contracts.

The event, which is split into two sessions, will aim to:

- **provide contract guidance to regional waste producers looking to procure a recycling and waste service;**
- **provide bidding guidance to regional recycling and waste companies and**
- **provide networking opportunities**

Morning session:

There is an increasing understanding that resource efficiency in business is crucial to success. Not only does it have a direct impact on bottom line profitability, but customers take environmental performance into account when making purchasing decisions and the regulatory regime includes requirements to avoid wasteful techniques and processes. Whilst the production of some waste material is inevitable in most business environments, the way it is handled can have an impact on the “resource footprint” of any undertaking.

This session aims to assist producers of waste to:

- gather information about waste production on their site;
- monitor the effectiveness of waste management contracts and
- engage with Recycling and Waste service providers.

Afternoon session:

Commercial waste in the North West makes up nearly a quarter of the waste produced in the region, although the process of collection is a simple task, opportunities are missed due to waste contracts not being in place or utilised in the right way. Recycling and waste companies need to be constantly looking for new business areas to exploit. The session will fully explore the tendering process and provide a step by step guide on how to improve your businesses competitiveness to ensure success at all stages of the bidding process.

www.envirolinknorthwest.co.uk

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Programme

09:00 – 09:30	Registration and networking
09:30 – 10:00	Introduction to the day Envirolink Northwest
10:00 – 10:15	Introduction to the morning session Amy Glover, Envirolink Northwest
10:15 – 10:45	Getting the information together Geoff Green, Gordon Mackie Associates
10:45 – 11:15	Refreshment break
11:15 – 11:45	Waste contracts terms and conditions Nick Clarke, Aaron & Partners
11:45 – 12:15	Negotiating and managing a contract - service provider Case Study TBC
12:15 – 12:30	Questions and answers
12:30 – 13:45	Networking lunch
13:45 – 14:00	Introduction to the afternoon session Vicky Hall, Envirolink Northwest
14:00 – 14:30	Procurement procedures and step by step guide Geoff Green, Gordon Mackie Associates
14:30 – 14:45	Refreshment break
14:45 – 15:15	A good practice case study Paul Newton, B&M
15:15 – 16:15	Tender readiness – making the most of your opportunities Sean Robson, Nimis
16:15 – 16:30	Questions and answers
16:30	Close

To register for this event please [click here](#)

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