

# Selling to the Public Sector



## Top tips to winning business with the public sector

The dates and venues are as follows:

Tuesday 13<sup>th</sup> & Wednesday 14<sup>th</sup> September

Grantham  
Gallery, Guildhall Arts Centre,  
Grantham  
NG31 6PZ

Please note:  
Registration at the  
Grantham sessions  
commences at  
09:15



Tuesday 11<sup>th</sup> October

Louth  
The Brackenborough Hotel  
Cordeaux Corner, Louth.  
LN11 0SZ

Thursday 13<sup>th</sup> October

Lincoln  
The Bentley Hotel,  
Newark Road, South Hykeham, Lincoln.  
LN6 9NH

Tuesday 18<sup>th</sup> October

Boston  
Boston Enterprise Centre  
Venture House, Enterprise Way,  
Endeavour Park, Boston. PE21 7TW

Thursday 20<sup>th</sup> October

Lincoln  
Lincolnshire Chamber of Commerce  
Commerce House, Outer Circle Road, Lincoln.  
LN2 4HY

The Public Sector in Lincolnshire spends over £750,000,000 a year on various public sector contracts and we want to help you understand how to **WIN SOME OF THOSE CONTRACTS!**

Selling to the Public Sector is a series of seminars to help local businesses understand the rules and regulations about procurement. These events provide information to help local businesses of all sizes tender for work with the public sector, not just in Lincolnshire but further afield. This half day event will give you the opportunity to understand how to complete and review standard public sector Pre Qualification Questionnaire and Invitation To Tender documentation for your business with help from procurement professionals.

**Agenda**

- 09:00 Registration
- 09:15 Introduction to Procurement
- 09:30 Advertising Tender Opportunities
- 09:45 Pre Qualification Questionnaire
- 11:00 Evaluation Process
- 11:15 Break
- 11:30 Invitation to Tender
- 12:45 Evaluation and Contract Award
- 13:00 Top Tips
- 13:15 Close

Places are limited to ensure you are able to network with all the delegates. To book your place on the Selling to the Public Sector event please fax back to Charlotte Robson on 0844 5555220 or post the form below to Commerce House, Outer Circle Road, Lincoln, LN2 4HY who are dealing with the booking of the events on behalf of the partners.



*Please note, we reserve the right to charge £15 for non attendance to cover administration costs.*

The Training in Public Procurement Partnership (TIPP) is made up of Procurement Lincolnshire and its partners (the County Council and seven Local Authorities), the University of Lincoln, Lincolnshire Chamber of Commerce, Federation of Small Businesses, Fire and Rescue, the Police and Health Service. This event is also supported by the Procurement Alliance for North and North East Lincolnshire (PANNEL) and Business Link.

Event supported by:



Reply Card

Name
Job title
Organisation
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Mobile
Email
Web

Please book my FREE place at the "Selling to the Public Sector" event at (venue):

Alternatively email:  
charlotte.robson@lincs-chamber.co.uk