

Discover tender success



Tender opportunities are being issued daily - creating contract opportunities that will last well beyond the current health crisis.

Get the support you need to tender successfully through

Go-2-Tender

Go-2-Tender has been developed to give SMEs the confidence, knowledge and practical skills to tender successfully for public sector contracts in their own jurisdiction and on a cross-border basis.

The programme consists of 2 days' training by experienced bid specialists and up to 2 days of tailored, one-to-one mentoring.

Due to the current pandemic, the delivery model has been moved online - **workshops will be delivered via webinar and mentoring will take place remotely.**

The next **webinar** will be delivered across two days:

22 & 29 July 2020 - 9.30am - 3.30pm

Sample topics include:

- Electronic Tender Portals - eTenders.gov.ie, eTendersNI, TED etc.
- Partnerships, consortiums and collaborative working
- Action planning for successful tendering
- The bid/no bid decision - how do you decide?
- How to write a winning bid - the structure, language & tone to use

Participation in the webinar will trigger the mentor support package.

In light of the current circumstances, the support (2 days of training & up to 2 days of mentoring) will be provided **free of charge.**

To register or for more information, please contact the Go-2-Tender Team on:

+44 (028) 90452777 (NI) / 04890 452777 (ROI).

Or visit: <http://www.envisionconsulting.eu/go2tender/>

Eligibility Criteria-

- ✓ Classified as a SME.
- ✓ Predominately active within the Manufacturing and Tradable Service sectors.
- ✓ Able to demonstrate export potential.
- ✓ Have less than 30% turnover in the opposite jurisdiction.
- ✓ Demonstrate management commitment to the Public Tendering market.
- ✓ Demonstrate product & company competitiveness.
- ✓ Have a proven track record in your home market.
- ✓ Have an identifiable cross border market opportunity.
- ✓ Have the capacity to service any opportunity that may arise.

