

Tender Writing Training

As part of their on-going commitment to social enterprises CEiS, The Supplier Development Programme & Partners are running a series of free tender writing workshops across Scotland. As part of a capacity raising exercise this programme has been designed specifically for managers and staff of Third Sector organisations, who have responsibility for business development and tender writing. The workshops promise to be key training events for any organisation wishing to compete for public sector contracts.

Delivery of services to the public sector is an important market for enterprising Third Sector organisations, but for many it can be a difficult path to take. How do you find out about these opportunities and how do you write a successful tender document? Through interactive workshops experts, (that include procurement practitioners and organisations that have had success in writing tenders), will be guiding participants through the answers to this and other key issues surrounding the subject of public sector contracts.

The programme has been designed for **introductory, intermediate and advanced levels.**

Workshop 1: Introductory - Accessing Public Sector Tenders (1 day)

Angus 21st April 2010

Fife 22nd April 2010

Glasgow 26th May 2010

Inverness 7th Sept 2010

Borders 1st July 2010

Edinburgh 9th Dec 2010

Workshop 2: Intermediate - Successful Tendering for Public Sector Contracts (3 days)

Dundee 13th May, 20th May and 27th May 2010

Glasgow 8th June, 15th June and 22nd June 2010

Inverness 30th Sept, 7th Oct and 21st Oct 2010

Edinburgh 13th Jan, 20th Jan and 27th Jan 2011

Workshop 3: Advanced - Advanced Tendering for Public Sector Contracts (3 days)

Edinburgh 11th May, 18th May and 25th May 2010

Ayrshire 1st June, 8th June and 15th June 2010

Aberdeen 2nd Sept, 9th Sept and 16th Sept 2010

Glasgow 12th Jan, 19th Jan and 26th Jan 2011

For more information and to apply, click [here](#) to take you to the online application and questionnaire. This will allow us to match you to the appropriate course and venue.

Alternatively call on 0141 425 2946

This workshop programme is funded by the Scottish Government and is free of charge to eligible Third Sector organisations