



# How to get your share of the €21/£19 billion all-island public procurement market

Go-2-Tender is an InterTradeIreland programme which has been developed to give SMEs the confidence, knowledge and practical skills to tender successfully for public sector contracts particularly on a cross-border basis.

**492 COMPANIES WHICH HAVE BEEN ON THE GO-2-TENDER PROGRAMME HAVE WON CONTRACTS VALUED AT NEARLY €43/£41 MILLION.**

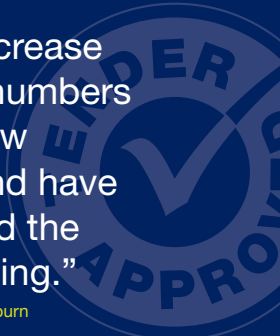
Go-2-Tender can help give you a better practical understanding of:

- how public sector bodies across the island buy their goods and services
- how to source opportunities
- the tendering process
- what buyers are looking for
- how to prepare a winning proposal



“To date, our efforts have resulted in a 21% increase in sterling turnover from 05-06 and customer numbers in the North up by 97%. We have created a new purpose-built Records Centre in Craigavon, and have won the Public Prosecution Service Tender and the NI Civil Service Tender for Confidential Shredding.”

Sheelagh Carroll, Business Development & Marketing Manager, Filestores, Dublin, Kilkenny and Lisburn



## Free Go-2-Tender App for iPhone.

Receive alerts when new tender opportunities appear. Download now!

### DATE AND LOCATION

**Date** 01 March 2012 & 08 March 2012

**Location** Ballymena

**Venue** Galgorm Manor

For information on further workshops contact us at [www.go2tender.com/contact](http://www.go2tender.com/contact)

### ELIGIBILITY

To be eligible for Go-2-Tender you need:

- proven success in your own marketplace
- strong commitment at top management level to develop cross-border business
- dedicated resources to identify and exploit cross-border market opportunities
- identifiable cross-border market opportunities
- capacity to service any new opportunities
- have less than 30% turnover in the opposite jurisdiction
- to be an indigenous company

### COST

Go-2-Tender is excellent value for money and includes training, materials, catering and mentoring.

The cost is €100 or £85.

### HOW DOES IT WORK?

The Programme consists of two days of workshops with 1/2 day mentoring for every participant company.

### TO REQUEST AN APPLICATION FORM, PLEASE CONTACT:

**Roy Scannell**

Bid Management Services

Suite 20 The Mall, Beacon Court, Sandyford, Dublin 18. Telephone: 00353 (0) 1 5252650. Email: [roy@bidmanagement.ie](mailto:roy@bidmanagement.ie)

Or apply online at [www.intertradeireland.com/go2tender](http://www.intertradeireland.com/go2tender)

Eligible participant companies can also apply for up to a further three days of mentoring from an experienced consultant to assist with actual tender development, scoping markets and tailored advice and guidance.

Companies will also be able to avail of:

- A tender help line
- A tender alert service
- Assistance with consortia building

### DAY ONE

- Key mindset for tendering success
- Why tenders are lost and how much they cost
- Structure of the public bodies (North and South)
- Guest speakers from one or more central government procurement organisation/s across the island (CPD, etenders etc)
- A pragmatic cross-border overview of differences in tendering and completing work
- How to assess opportunities using live examples
- Strategies SMEs can employ to be more successful

### DAY TWO

- How to become more competitive
- Critiquing previous and current tenders
- Improving your document writing skills with good and bad examples
- Checklist of what your tender should contain and how it should be presented
- Action planning for tendering success