



How to get your share of the €13/£12 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



Go-2-Tender App for iPhone.

Receive alerts when new tender opportunities appear. Coming soon!

DATE AND LOCATIONS

Date	Location	Venue
15 February 2011 & 01 March 2011	Drogheda	D Hotel
02 March 2011 & 09 March 2011	Kilkenny	Ormonde Hotel
23 March 2011 & 06 April 2011	Omagh	Silver Birch
13 April 2011 & 27 April 2011	Castlebar	Harlequin Hotel
18 May 2011 & 08 June 2011	Banbridge	Belmont Hotel
05 July 2011 12 July 2011	Dublin	Clarion Liffey Valley
07 September 2011 & 21 September 2011	Belfast	Ramada, Shaws Bridge
28 September 2011 & 05 October 2011	Tullamore	Tullamore Court

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. 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

TO REQUEST AN APPLICATION FORM, PLEASE CONTACT:

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Or apply online at www.intertradeireland.com/go2tender