



Public Procurement: Find It, Win It, Keep It

How to win work in the public sector? A one day workshop to identify, compete for and improve your chances of winning work in the public sector.

Venue: Glasgow Thistle Hotel

Date: 18th March 2010, registration 09.00 for a 09.30 start

Registration: [Click here for further information and to register](#)

The Workshop

The public sector accounts for 16% of GDP across the EU and equates to €2,000 billion per annum of spend. Central and local government in the UK alone spend £180 billion. Can you afford to miss this opportunity?

The Workshop will cover:

- EU Procurement regulations and what this means for your potential public sector customers,
- How to find Contract Notices and sub-threshold opportunities,
- Prequalifying for contracts,
- How to improve your chances of writing the winning bid.

Each participant will be able to assess their own readiness for public procurement including a novel interactive PQQ diagnostic and tips to improve the quality of bids.

SCMG

SCMG has been involved in over £1 billion of tenders with buy and bid experience. We have provided strategic procurement advice and tactical support to public sector clients across the UK and bid support to SMEs.

SCMG Limited, 1 Todd Campus, West of Scotland Science Park, Glasgow, G20 0XA
Tel: 0141 945 6461 www.scmg.co.uk