



www.tfc-training.com

23 Elmbridge Road • Cranleigh
Surrey • GU6 8NH
T: 0871 309 4230
M: 0786 660 7197
E: info@tfc-training.com



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TRAIN-SUPPORT-ASSIST

Because We Can



1

Tendering for
Contracts Overview

2

Tendering for
Contracts Process

3

Quality Management
Systems

4

Marketing Products
& Services

5

Contract Project
Management

6

Self Assessment
Reports



Content is tracked and bookmarked

Assessment results are recorded

SCORM compliant content and VLE required

No compromise on aesthetics

No navigational problems



Small Firms Enterprise Development Initiative (SFEDI) is the government recognised, standards setting and endorsement body for learning and skills development for small firms and business support.

Members of:



European Council for Small Business and Entrepreneurship (ECSB)

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Training Programme Content

6 MODULES SCORM version 1.2 COMPLIANT

- Introduction
- Tendering for Contracts Overview
- Tendering for Contracts Process
- Quality Management Systems
- Marketing Products & Services
- Contract Project Management
- Assessment Reports

Training Programme Philosophy

The philosophy and objectives of our training are based on supplying SME's NEEDS with innovative training SOLUTIONS that deliver BENEFITS.

Training Programme Benefits

The training programme consist of (6) core modules, the material also includes various business support software tools and information that enables small firms to:

- Research and Prepare Contracts Documents
- Implement Quality Management Systems
- Manage Projects Effectively
- Market Products & Services to Potential Contract Providers



Public Sector Procurement

BARRIERS

- Perception that SME's are often seen as more "risky"
- Perception that SME's are less likely to "deliver"
- Perceived management "overhead" increase when dealing with small suppliers
- Lack of "awareness" of the capabilities within the SME supplier base.
- High "cost" of responding to Tenders and lack of sources of effective support
- Inability to satisfy "Pre -Qualification Questionnaire" requirements
- Lack of understanding and "effective training" in procurement procedures

ENABLERS

- The (EU) Commission SME common procurement policy directives within the European Union
- The (EU) guidelines on successful tendering for public sector contracts
- Office of the Deputy Prime Minister (ODPM) informing Public Agencies of the BENEFITS of procuring from SME's
- The Office for Government Commerce (OGC) guidelines to procurement managers for achieving Best Value and Value for Money, etc, etc
- The possibility of "small value" procurement contracts with SME's
- The detailed and effective training programme provided by Tendering for Contracts Training
- Effective low cost support provided by Tendering for Contracts Training consultants