

## Tendering for Contracts Training – Biography

**Date: 14 May 2011**

### **Tendering for Contracts Training:**

Tendering for Contracts Training is a leading thought driven training provider - that provides an accredited training programme for firms who wish to learn how to successfully tender for, win and effectively manage public sector contracts.

### **Programme Objectives**

Our training programme overcomes the perennial 'chicken and egg' problem that exists in the area of SME public sector procurement activity, ensuring that firms receive accredited mentored training and support that will enable them to successfully tender for, win and manage contract projects profitably.

### **Course Content and Duration**

Our training consists of (6) modules; Learning Time of (Workbook + Online Material + Support Material) is approximate - learners may proceed at their own pace.

Our programme is universally relevant to all firms who wish to learn how to win public sector contracts and individuals who wish to improve their careers - it is the first ever programme of its kind to be delivered online.

### **Our programme offers each learner the following:**

- ❖ A 290 page Learner Workbook - Procurement Publications & Newsletters
- ❖ FREE mentoring via email and telephone support
- ❖ Additional Practical Hands-on Support Materials
- ❖ Policy Document Samples and References
- ❖ ITOL (**Institute for Training & Occupational Learning**) - Certificate / Diploma on successful completion

### **Our programme was developed and is based on;**

1. EU / UK public sector procurement directives
2. UK National Qualifications Framework & EU Qualifications Framework
3. Is endorsed by (SFEDI), UK Small Firms Enterprise Development Initiative
4. Mapped to (Institute of Learning & Management - Level 5 Diploma in Management

## Programme Cost

### Option 1:

Tendering for Contract Management Training without certification **£400,00 Standard Price**

### Option 2:

Tendering for Contract Management Training with certification **£500,00**

### Option 3:

A group license is available (minimum 5 learners) on request. **(All prices include VAT)**



## Testimonials

As a procurement specialist for over 20 years, I believe this to be an excellent on-line training programme which is suitable for both managers / owners of firms who wish to learn how to tender for contracts and individuals who wish to improve their management skills or change careers. *(Osama El-Kadi, Former Chief Procurement Officer, Centrica Plc.)*

The course is very comprehensive in the coverage of the information small businesses need when applying for public procurement contracts. It is well presented, accurate and special importance has been given to the package design. *(Small Business Service)*



## Summary:

Lloyd Sewell (Director of Tendering for Contracts Training Ltd) identified the crucially important need for the effective training of individuals and firms who wish to become suppliers to public sector agencies. He developed and successfully delivered a series of workshops. Programme refinement lead to endorsement by SFEDI in 2004 and qualification for an Innovation Grant from the DTI in 2005, which lead to acceptance for external accreditation by ITOL.

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