

TENDERING AS A CONSORTIUM

A Course for Voluntary and Third Sector Organisations

Thursday 13/11/2008 9.30 am to 4 pm

Trainer: Janet Roberts
Venue: Hester's Way Resource Centre, Cheltenham
Course price: £100

This course is based on our very successful Public Contract Opportunities courses delivered on behalf of the DWP. It is a practical, interactive day with all participants receiving a CD containing a wide range of information which we consider to be relevant to the workshop.

In addition all delegates will receive a copy of our CD – A Guide to Tendering as a Consortium (usual price £30).

The course covers:

- What the legislation allows;
- Possible consortium models;
- Working in a Supply Chain;
- Opportunities for providers of services of all kinds;
- Considerations for organisations participating in a consortium at the tendering and contracting stages and future options for organisations.

It is a general view that tendering as a consortium will provide a route to contracting for the delivery of services. It is well known that consortium type arrangements are difficult to manage effectively so it is important that potential consortium leaders and member organisations understand:

The systems and procedures which purchasers expect to be in place;

How to minimise risk; and

How to assure purchasers that the contract will be delivered as specified.

In structuring the consortium it is important that organisations are aware of the Regulations and the types of consortium which can be used. This workshop will include practical exercises, show how groups of organisations can avoid potential legal pitfalls, and also demonstrate the opportunities which consortium tendering offers to third sector organisations both large and small. Delegates will receive a copy of the CD – A Guide to Tendering as a Consortium, which includes a number of checklists for potential consortium members as well as a set of action points for forming the consortium.

The workshop will cover:

- The Public Contracts Regulations and consortium tendering – what are the rules?
- Consortium models, sub-contracting and mergers;
- What standards might be required by a lead contractor and/or consortium members;
- Options for forming a consortium;
- Avoiding the potential risks to consortium members arising from competition law;
- New possibilities and opportunities which consortium tendering is opening up for third sector organisations of all kinds and sizes;
- Consortium and sub-contracting options for your organisation.