



Tendering for Contracts Training – Programme Biography

Date: 17 August 2007

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 led to **endorsement** by **SFEDI** in **2004** and qualification for an **Innovation Grant** from the **DTI** in **2005**, which has led to the **accreditation** by **ASET** in December, **2006**.

Programme Objectives -

To overcome the perennial '*chicken and egg*' dilemma in public sector supplier capability. **How?** - by providing effective accredited training and support that enables learners to tender for, win and manage public sector contract projects successfully and profitably.

Our programme was developed and is based on;

1. EU / UK public sector procurement directives
2. UK National Qualifications Framework
3. EU Qualifications Framework
4. is endorsed by (SFEDI), UK Small Firms Enterprise Development Initiative, www.sfedi.co.uk
5. has been mapped to (Institute of Learning & Management www.i-l-m.org.uk and
6. Chartered Management Institute www.managers.org.uk - NVQ level 5 Diploma in Management

Our programme offers each learner the following:

- ❖ a 290 page workbook
- ❖ FREE mentoring support via email, VOIP and private intranet
- ❖ internal assessment by an assigned mentor / internal verifier
- ❖ external assessment is conducted by ASET, www.aset.ac.uk
- ❖ a Certificate or Diploma(*) on successful completion

(*) a Diploma is awarded if the learner can provide evidence of associated work that merits - i.e. Other training that they have received or documentary proof of relevant projects in which they have been involved.



Course Duration

Learning Time of (Workbook + Online Material) is approximately (**5 weeks @ 8.5 hours per week**)

please **note** that 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 it's the first ever programme of it's kind

Programme Quality Reviews

Our training programme has been reviewed by;

- ❖ The Head of Procurement Policy at a London borough council,
- ❖ The Head of Human Resources at a regional borough council in Surrey,
- ❖ A Senior Lecturer in Procurement at a major government department,
- ❖ The Head of Procurement Policy at the Small Business Service
- ❖ A former Chief Procurement Officer at Centrica plc
- ❖ Various Business Links(*) -

These reviews resulted in a revised training concept, delivery method and objectives.

Benefits of Endorsement and Accreditation -

Our Tendering for Contracts Training programme has been endorsed by **SFEDI** and accredited by **ASET** – This means that the training is not suitable only for firms who wish to learn how to tender for public sector contracts but also individuals who wish to improve their management skills or change their careers.

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 project profitably.

Programme Cost

There are various payment options available online:

Option 1:

Purchase "Tendering for Contract Management Training" without mentoring or certification
£595,00

Option 2:

Purchase "Tendering for Contract Management Training" with mentoring no certification
£695,00

Option 3:

Purchase "Tendering for Contract Management Training" with mentoring and certification
£795,00

Option 4:

A group license is available for (up to 5 learners) on request - it includes a fully illustrated workbook for each five modules.



Learner Support


Support to learners is provided FREE by:

- VOIP and by email
- Additional support is available through our network of mentors and verifiers on request on a project basis

Summary:

We offer a well structured and accredited cost effective training programme for busy managers, supervisors or individuals, based on a blended approach with mentored Support.

You may;

<p>Order Here</p>  <p>http://www.easehost.net/TfCT/gateway.cfm?course_id=318</p> <p>View: Introduction and Overview here- http://www.tfc-training.com/course_intro.htm</p> <p>Read: A Level Playing Field in EU Public Sector Tendering here; http://www.ecsb.org/eng/news_&_events/?nid=105 (ECSB) European Council for Small Business and Entrepreneurship</p> <p>Read: Press Release here; http://www.trainingpressreleases.com/newsstory.asp?newsid=1910</p>	<p>For further information contact:</p> <p>Joanna Schwencke – Sales & Marketing Tendering for Contracts Training Ltd, 23 Elmbridge Road, Cranleigh, Surrey, GU6 8NH United Kingdom</p> <p>Tel: 0845 438 1663 - Mob: 07866 838286</p> <p>E-mail: enquiries@tfc-training.com</p> <p>Url: www.tfc-training.com</p>
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