



## PUBLIC SECTOR PROCUREMENT

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EVENT

# Grow your Business with Public Sector Contracting

This event is an absolute must for growth businesses in the South West looking to increase sales and open new markets.

Income generation through public sector contracting is now showing massive potential and is currently valued at £175 billion, even after the proposed cuts. Tenders from SMEs are highly sought after, and this event will provide you with the knowledge to prepare bids with confidence.

What you will explore:

- Who the public sector are
- The practical benefits of working with the public sector
- How to work successfully with public sector bodies
- Why the public sector wants to be supplied by SMEs
- The tendering process and how to find opportunities
- Getting the basics right when tender writing and how to increase your chances of winning a public sector contract
- Real tender notices: how to read and understand them
- How to bid as a consortium or partnership.