

Bid Coaching & How to Enhance your Chances of Winning Work During the Recession

February 11th 2010



Welcome

Martin Nicholls
Chairman

South West Wales
Best Practice Club



Programme

- Introductions and overview of best practice club
- Why isn't tendering just about price anymore?
- Short presentation from Value Wales
- Workshop covering various topics
- Q & A and Networking



South West Wales Best Practice Club

- Who are we?
- What do we do?
- How does it link to CEW?
- How to become involved?



Collaborative Working versus lowest price

- Lowest price tendering still exists
- Move towards price quality matrix why?
- Increased use of Frameworks
- Client requirements



Public Procurement in Wales

Nick Sullivan
Value Wales

11 February 2010

www.buy4wales

www.sell2wales.co.uk



Llywodraeth Cynulliad Cymru
Welsh Assembly Government

Public Procurement in Wales

- Key procurement policy
- How to access procurement opportunities
- Available support
- Developments in procurement

Procurement Policy

- Opening Doors Charter
- Procurement Strategy for Construction
- Community Benefits

How to access procurement opportunities

- www.sell2wales.co.uk
- Take care to get your profile right
- Sub-Contract Portal

Available Support

- Flexible Support for Business
 - www.fs4b.wales.gov.uk
 - Construct Wales (Paul Wintle
paul.wintle@wales.gsi.gov.uk)
 - Supplier Development Service

Developments in Procurement

- Supplier Qualification Information Database (SQuID!)
- Construction specific pre-qualification guidance
- Investment Database

Thank you for listening.....
any questions?

Workshops

- Health and Safety
- Business advice
- Quality Submission
- Environmental Issues



Workshops – how they will work

- You have a coloured dot on you badge – purple, green, yellow or blue – this is your group
- Each group will spend 10-15mins on each table before we will all move on to the next table.



Session One

- Purple – Health & Safety
- Green – Environment & Waste
- Yellow – Business Support
- Blue – Quality Submissions



Session Two

- Purple – Quality Submissions
- Green – Health & Safety
- Yellow – Environment & Waste
- Blue – Business Support



Session Three

- Purple – Business Support
- Green – Quality Submissions
- Yellow – Health & Safety
- Blue – Environment & Waste



Session Four

- Purple – Environment & Waste
- Green – Business Support
- Yellow – Quality Submissions
- Blue – Health & Safety



- Summary
- Closing remarks
- Next steps
- How to get involved
- Feedback forms
- Future events
- Thanks to guests
- Bar is now open



Contact Details

SWW Best Practice Club

info@cewales.org.uk

Value Wales

Nick.Sullivan@Wales.GSI.Gov.UK

City & County of Swansea

Martin.Nicholls@swansea.gov.uk

Morrison

Andrew.Wedlake@morrisonconstruction.co.uk

Carillion

Leigh.Hughes@carillionplc.com

Black & Veatch

bartons@bv.com

Interserve

noel.evans@interserve.com

