

# Winning the Contract

**Course length:** 4 hours\*

**Course Code:** 104090BT001

## Benefits for the Learner

The Government is committed to opening up the public procurement market. To stand the best chance of winning contracts, you need to understand the way the public sector buys supplies and services.

This course explores the advantages of supplying public bodies and the unique barriers that you might face. It gives practical advice to help you find new business opportunities and an invaluable, step-by-step guide to the key stages in the tendering process.

## Benefits for the Business

In the UK, the public sector spends billions on supplies and services and offers huge business opportunities for small and medium sized enterprises (SMEs).

This course will help your business to understand why the public sector is interested in doing business with you! It explores the benefits of supplying the public sector market, the techniques for finding business opportunities in the public sector and the skills you need to tender and create winning bids.

## What You Get From This Course

Having completed this course, you will be able to:

- Identify the advantages and disadvantages of dealing with public bodies
- Understand how different types of contract are defined, advertised and dealt with
- Understand approved supplier lists and framework agreements
- Search for and find public sector opportunities
- Identify the key stages in the tendering process

## What Does the Course Cover?

- The Public Sector
- Challenges and Barriers
- Types of Contract
- Finding Opportunities
- Tender Responses

## How Long Does the Course Take?

You can work through this course at your own pace. It should take you around 4 hours to complete.

\*Courses are accessible for six months from the date of purchase.