

Project – Winning Public Service Contracts

Pulse Regeneration was commissioned by the Local Government Association (LGA) to deliver its Winning Public Service Contracts Masterclasses in three different areas across England as part of a project for LGA's National Programme for Third Sector Commissioning. The purpose of the Masterclasses were to develop the skills, knowledge and confidence of third sector organisations in tendering for public sector contracts.



Key Actions

The Masterclasses were delivered in the North West, South West and East England between November 2011 and January 2012. The Masterclasses were specifically tailored and adapted to each region and included local commissioners as guest speakers to provide expert advice and top tips. The Masterclasses consisted of four half day sessions delivered over two consecutive days and were aimed at Managers and Trustees. Masterclasses covered issues such as developing a better understanding of tendering processes, how to develop and write winning tender bids, finance, cost and price, and how to sell services and be competitive.

Achievements

- Assisted 37 individuals from 31 different third sector organisations to develop their skills, knowledge and confidence in tendering for public sector contracts
- 97% of the attendees stated that they have improved skills and are better able to engage in tendering and public service contracting opportunities
- 100% of the attendees stated that they have improved their knowledge of the systems and procedures involved in public service contracting
- 92% of the attendees stated that they have a better chance of winning contracts

“A fantastic opportunity to acquire 'simple' understanding of 'complex' tendering process.”

“I believe that all voluntary organisations should do this Masterclass if they are considering applying for public sector contracts – invaluable!”

“I really enjoyed the two days. The best training I've had for quite some time.”

“I thought the 2 days were brilliant I am pleased I took the opportunity to attend.”

“The masterclasses have increased my knowledge and understanding of the commissioning cycle and procurement services”

“An excellent 2 days, very informative and useful”

Comments from Attendees

For further details about how Pulse Regeneration can help, please contact us.

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