

Finditinworcestershire's Pre-Qualification Questionnaire Workshop

Finditinworcestershire ran a successful PQQ Workshop on Tuesday 10th May 2011 at Worcester Warriors Rugby Club.

The workshop was a relaxed and informative look at PQQs and tenders aimed at those who have experience of public sector tendering or have a very limited understanding of it.



Presented by Tony Copeman, founder of SalesLeap and with vital input from Joe Stock, Worcestershire County Council's Strategic Procurement Officer, the workshop was attended by an eclectic mix of companies from Worcestershire.

Discussing the positives and negatives of tendering brought together the realisation that every company, regardless of size and turnover, is in a similar position.

How to find these golden opportunities for innovation and collaboration, the keys to selling via a tender and the effects of the cuts and understanding the procurement process were amongst the many topics covered.

Getting to grips with the terminology used in tenders and the best way to provide answers and why, gave further insight to those who find expressions of interest, PQQs and tenders a daunting yet essential part of their business in order to win contracts.

There was plenty interaction during the three hours as questions and answers flowed, tried and tested solutions were recommended and understanding OJEU notices were discussed.

Focusing on a true outcome is every businesses ambition when it comes to PQQs and for those who attended it was not only to gain a better understanding of how to win new contracts, it was to create and retain local wealth within Worcestershire.