



Project Development & Support Ltd

30 Gritstone Road Matlock Derbyshire DE4 3GB

Tel: +44 (0)1629 57501 Fax: +44 (0)1629 584972

Email: info@tenderingforcare.com

VAT No. 716 0081 69

Tendering for Care Briefing

How to increase your PQQ score

The majority of tenders now make use of a Pre-Qualifying questionnaire (PQQ) at the first stage. Failure at this first stage prevents you from going any further. Increasingly purchasers set limits on the number of organisations they will allow to proceed to the second stage. This means that it is becoming more difficult to get through the PQQ. Very few organisations receive any feedback on the quality of the PQQ and so have little idea of how the PQQ can be improved for future tendering.

Participants in this half day briefing will:

- Increase their understand the role of the PQQ in tendering;
- Improve their understand of how PQQs are scored;
- Increase their awareness of what to do to improve their organisation's PQQ score;
- Produce an action plan for the improvement of their organisation's PQQ.

All participants will receive a CD containing slides and documents relevant to the matters covered during the briefing..

Who should attend?

Senior Managers; Business Development Managers; Staff involved in preparing tenders; Staff of umbrella organisations advising others how to prepare tenders.

When and Where?

Ref 105/09 West London 11th December – 9.30 to 12.30

Ref 114/09 Birmingham 3rd February – 9.30 to 12.30

Fees

TfC Members £95 including VAT

Non TfC Members £110 including VAT

A Booking Form may be downloaded from the "Open Courses" section of the website www.tenderingforcare.com

To book please complete the Booking form and submit by fax in order to reserve a place or places then send the original with payment by post. If you wish to be invoiced an pay by BACS please complete the appropriate section of the form.

For further information

telephone 01629 57501

fax 01629 584972

email info@tenderingforcare.com



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