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Tendering for Care Briefing

Understanding and Implementing Due Diligence for Tendering

the conducting of due diligence investigations has come to be associated with investigations of private mergers and acquisitions as well. The term has slowly been adapted for use in other situations as a way of preventing unnecessary harm to either party involved in any business transaction.

In the context of tendering it is possible to see the process as a formalised due diligence procedure with the element of competition added. It is difficult to see how, especially in times of financial stringency, any public body can hand over an amount of money, however small, to an external organisation without undertaking a process of due diligence of some kind.

Originally, the areas of concern were largely related to finance, taxation and legal matters. The process has now extended to include a wide range of considerations regarding the effective operation and management of a company. The areas covered now extend to include workforce matters, especially within the context of TUPE, IT, environment and the commercial situation of the company such as credit worthiness and financial history. Other areas now include intellectual property, land and buildings, personal property, insurance liability coverage and history, debts and mortgages, employee benefits, the status and skills of the individuals involved in governance and international transactions.

The due diligence process assumes real importance for any organisation considering entering into a binding agreement or contract with another non-publicly funded body. Regardless of who the organisation is or the claims which they make it is essential that a due diligence process is undertaken before entering into any contract or sub-contract, before entering into any kind of consortium arrangement or merger with another organisation. This is standard business practice and should become routine in the development of all and every type of collaborative arrangement.

Participants in this half day briefing will:

- Increase their understand the principles of due diligence procedures;
- Improve their understanding of how to undertake a due diligence procedures prior to collaborating with another organisation or tendering to a non public sector body;
- Understand how appraisal the results of a due diligence procedure ;
- Produce a set of documents which might be used as a framework for undertaking a due diligence procedure.

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

Who should attend?

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



Registered in England & Wales No. 3545015 Registered Office as above

When and Where?

London 1st December 1.30 to 4.30

Birmingham 19th January 1.30.4.30

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 and pay by BACS please complete the appropriate section of the form.

For further information

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