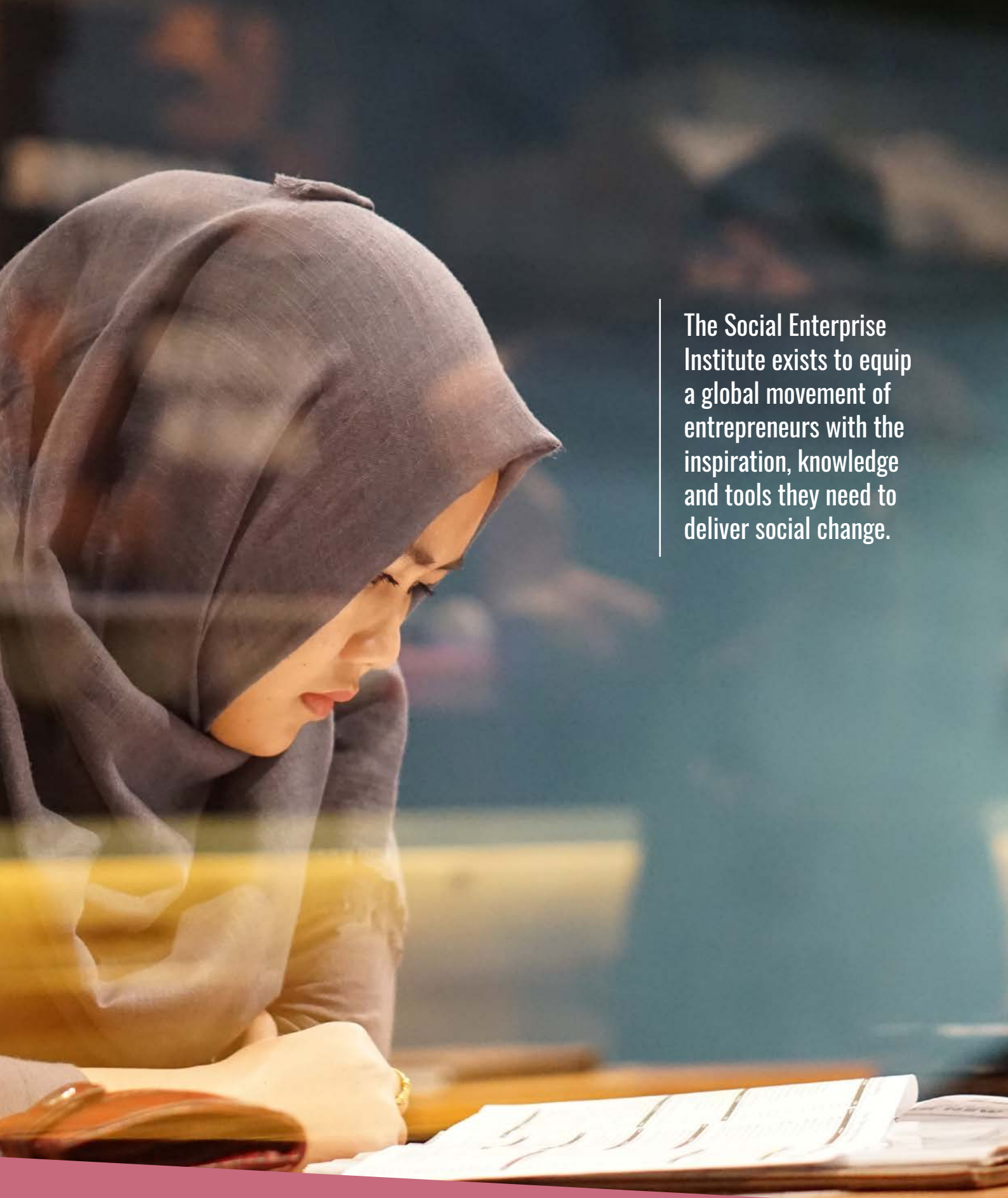




TENDERING FOR CONTRACTS

This program provides you with all the knowledge and tools you will need to bid for, win and deliver major contracts.

PROGRAM OVERVIEW



The Social Enterprise Institute exists to equip a global movement of entrepreneurs with the inspiration, knowledge and tools they need to deliver social change.





ABOUT OUR PROGRAMS

The **Social Enterprise Institute** provides world-leading learning for social enterprises, purpose-driven businesses, and enterprising nonprofits.

Developed by international experts, each of our programs offer the practical knowledge, tools, and confidence you need to master a topic. You can dive deep into one subject bundle, or take a series of bundles over several subjects that will provide all the foundational knowledge needed to develop a successful social enterprise.

Our interactive, video-based training programs are completed online at the pace, location and time of your choosing. You learn with a global community of social entrepreneurs and coaches, and can ask questions and get feedback at any time.

If you want to develop your skills and build your social enterprise as part of an incredibly supportive online community, our programs are for you.



TENDERING FOR CONTRACTS

There has never been a better time to win major contracts.

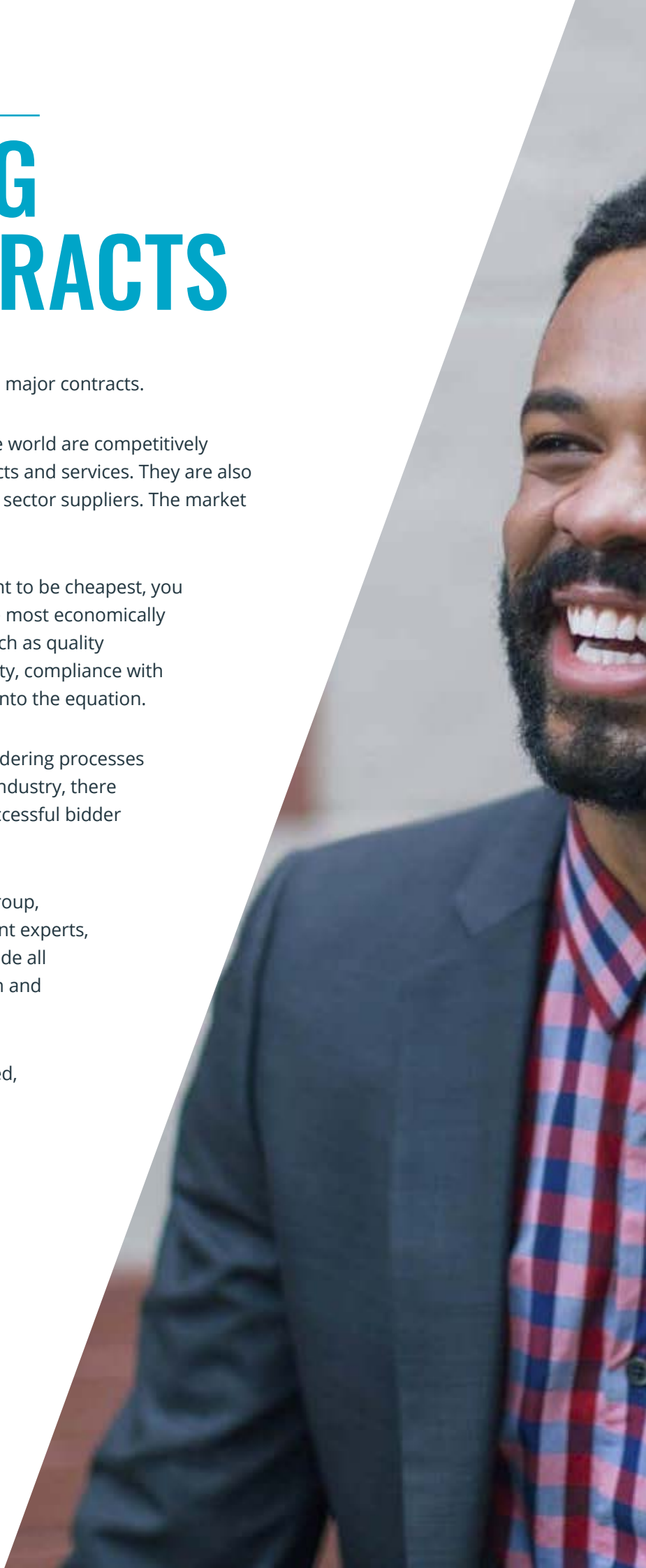
Governments and corporations across the world are competitively procuring an increasing amount of products and services. They are also increasingly motivated to work with social sector suppliers. The market opportunity runs into billions.

It's not easy though. It's no longer sufficient to be cheapest, you now need to be the supplier providing the most economically advantageous offering. Considerations such as quality assurance, business capacity and continuity, compliance with legislation, and social outcomes all come into the equation.

While procurement requirements and tendering processes vary from place to place, and industry to industry, there are some common ingredients to be a successful bidder and supplier.

Developed in partnership with the CEIS Group, international social enterprise procurement experts, this program has been developed to provide all of the ingredients you will need to bid, win and deliver contracts.

The program covers the processes involved, the terminology and requirements you will encounter, the main elements of a successful bid, and how to get your organization ready to manage and deliver contracts effectively.





WHAT YOU WILL LEARN

This program brings together in the most comprehensive way yet, the main approaches, templates, tools and tips relating to tendering and contract delivery.

We can't guarantee that you will win contracts as a result of this program. However, on completion you will be able to:

- > Understand how buyers think and how you can make your organization and its work more attractive to them.
- > Identify the terminology and processes you will need to follow, and confidently navigate the bidding process.
- > Find the right contract opportunities for you, avoiding wasted time spent on unwinnable tenders.

- > Use the full range of techniques at your disposal to write a compelling and ultimately winning bid.
- > Work productively with other organizations to win and deliver contracts that would normally be beyond your reach.
- > Manage effectively the contracts you win, ensuring that risks are minimised and profits maximised.

Bidding is challenging. It is time consuming and it can be frustrating. But this program will show how you can compete and win.



THE COURSES INCLUDED

Through a series of 6 online courses, the program provides all of the information, insights and tools you will need to tender and deliver contracts.

1. GETTING READY FOR CONTRACTING

Bidding for contracts can be a big step that throws up many possibilities and risks. Find out more about the opportunities to bid for contracts, how to find them, and why every social enterprise should take these opportunities seriously.

2. UNDERSTANDING THE NEEDS OF BUYERS

Ever wondered what makes public sector and corporate buyers tick? Take this course to get inside the buyers' mindset. Find out about what influences their decisions, the rules they must follow, and what this means for you as a bidder.

3. NAVIGATING THE TENDERING PROCESS

The process of bidding for contracts can be a minefield. Use this course as your step-by-step guide to the process. Learn about the terminology and requirements you will encounter and how to make the tough choice about whether to bid or not.

4. PREPARING A WINNING BID

The competition is tough. Everyone is chasing that contract. Find out how you can make your bid as strong as possible by understanding how bids are scored and how to structure and present your tender responses for maximum impact.

5. WORKING COLLABORATIVELY ON CONTRACTS

It's not always smart or possible to go it alone. Collaboration is often key to winning and delivering contracts. Find out when and how to collaborate, and the forms it can take. Learn how to build an effective collaboration and avoid the pitfalls.

6. MANAGING AND DELIVERING ON CONTRACTS

So, what happens after the contract is won? This is where the hard work really starts. Find out about all the fundamentals of contract management. Learn how to manage relationships, ensure effective delivery, and mitigate the main risks.

These courses can be taken sequentially, with each building on the last, or you can take them as and when you require knowledge on a particular topic.

WHAT YOU GET

The Tendering for Contracts Program is available on-demand, in bite-sized chunks and in a form that's just right for busy founders, managers, and staff.

From the program you can:

- ✓ Get the full **e-learning bundle**, which includes unlimited access to all **6 online courses**, together with exclusive downloadable **templates and worksheets**, plus an array of relevant **examples, reading** and further **resources**.
- ✓ Deepen your learning experience through an **intensive, group-based training day** where you will learn among a supportive group of peers, and then gain **certification** on successful completion of the online courses and submission of an applied program assignment.
- ✓ Take the opportunity for a more personalized program (Premium Program only), including **monthly check-ins**, access to **group coaching** every two weeks by way of video calls, together with up to 10 **one-on-one coaching sessions** to help work through all of your marketing challenges.





PROGRAM OPTIONS AND FEATURES

Choose the program option that works for you.



E-LEARNING BUNDLE

- ✓ Introductory program video
- ✓ Package of 6 on-demand e-learning courses
- ✓ Downloadable templates and worksheets
- ✓ Recommended reading and resources
- ✓ Initial check-in call with the program leader



ACCELERATED CERTIFICATE

- ✓ Introductory program video
- ✓ Package of 6 on-demand e-learning courses
- ✓ Downloadable templates and worksheets
- ✓ Recommended reading and resources
- ✓ Initial check-in call with the program leader
- + Ongoing monthly contact with the program leader
- + Exclusive course materials and resources
- + Program assignment and assessment
- + Certificate on successful completion



PREMIUM PROGRAM

- ✓ Introductory program video
- ✓ Package of 6 on-demand e-learning courses
- ✓ Downloadable templates and worksheets
- ✓ Recommended reading and resources
- ✓ Initial check-in call with the program leader
- + Ongoing monthly contact with the program leader
- + Exclusive course materials and resources
- + Program assignment and assessment
- + Certificate on successful completion
- + Regular motivational emails, tips and videos
- + Access to additional online masterclasses
- + Fortnightly peer group coaching via video calls
- + Up to 10 one-to-one expert coaching sessions

WHO THE PROGRAM IS FOR

Our Tendering for Contracts program is designed especially for social enterprises, mission-led businesses, and nonprofits.

Got something to sell to public sector or corporate buyers? Getting confused or frustrated about procurement or tendering procedures? Think you can up your game to make winning bids? Need to build contracting capabilities or better manage the risks? Look no further, this is the program for you.

If you belong to one of the following groups, this program will likely be the perfect fit.



FOUNDERS AND LEADERS

Perhaps you're starting or building your social enterprise but don't yet have capacity in place to bid for or deliver major contracts. You can quickly learn all the foundations of tendering and contracts, or take courses just when you need them. With affordable coaching you can get all your questions answered.



BUSINESS DEVELOPERS AND MANAGERS

Maybe you're responsible for enterprise activities, services or products. You can use our e-learning package as your step-by-step guide to unlocking business-to-business opportunities. Further customized coaching, training, and consulting services are also available on request from the Social Enterprise Institute.



BID WRITERS AND ADVISORS

As someone already experienced in this topic, your ongoing professional development is vital. Refresh your skills or fill gaps by taking our online courses. You can also take our full certificate to deepen your knowledge and validate your skills, or work with an expert coach to improve your practice and get support when bidding.



BE HAPPY :)

ABOUT THE SOCIAL ENTERPRISE INSTITUTE

The **Social Enterprise Institute** is the world's school for social enterprise. We're on a bold mission to equip 1,000,000 changemakers with the inspiration, knowledge, and connections they need to achieve a lasting social change. We bring together a diverse global team of social entrepreneurs, educators, developers, content specialists and coaches.



WHERE CAN I FIND OUT MORE?

Committed to making a change in the world?
Talk to us or register your interest today.

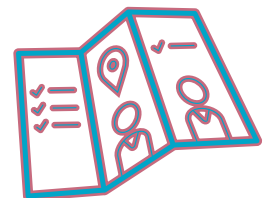
CONTACT US:

ASK A QUESTION

hello@socialenterpriseinstitute.co

REGISTER TODAY

www.socialenterpriseinstitute.co



The Social Enterprise Institute is the world's school for social enterprise. We bring all the knowledge and tools you will need to start, manage, and grow an amazing social enterprise... plus a supportive global community of peers, instructors, and coaches.



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