

## Why join TfC? A Summary of TfC Tailored Membership Packages

**TfC Membership was designed to provide its members with easily available direct access to tendering and procurement skills, knowledge and expertise at a fraction of the cost of employing a similar expert full-time. Members' comments included below show that the design is not only successful but very beneficial.**

Whilst there are numerous tender writers, tendering course trainers and procurement consultants out there, TfC brings everything together and provides tailored packages to suit our Members.

- News about the procurement environment – what government and local authorities are saying, case law, tendering hints and tips, etc.
- Telephone and email help – there is always someone available to deal with your problem or query.
- Information about Tenders – twice weekly we provide details of tenders published so we always know about the latest trends in PQQ and Method Statement Questions.
- Tender Review enables you to have your tender(s) reviewed before being submitted; or to understand why a previous tender failed, including lessons from feedback.
- Meetings with staff teams, either face to face or by telephone conference/or webinar to discuss strategy, corporate structure, or any other tendering related matters.
- Tracking your credit ratings with the three most frequently used agencies thereby helping ensure that you always pass this gateway question; often scored on a strict pass/fail basis.
- VEAT (Voluntary Ex Ante Transparency) Notices are now published before sub-threshold and Part B contracts are awarded. This provides a short period during which the purchasers' decisions may be challenged.
- Tender authoring, using our extensive experience to prepare your Tender for you.

### What is special about TfC

TfC is the only tendering information and consultancy provider specialising in tenders for Health, Social Care, Medical and associated services. Expert knowledge gathered on working on bids and tenders over many years ensures that providers in these areas receive the specialist help which they require to win public sector contracts.

### Membership Packages Individually priced services

#### 1. upDATE and Staying Ahead

The tendering and procurement scene is a rapidly developing environment at a number of levels. TfC provides two weekly e-journals to ensure that Members are aware of the latest trends and issues. upDATE is designed to keep Members informed of what is happening at local and national levels. Includes National and local government strategies, closures, plans, decisions taken and more. Staying Ahead provides hints and tips for successful tendering, information on procurement related court judgements in the UK and Europe together with technical information relating to tender preparation. The journals are sent out by email on Mondays on 50 weeks of the year.

**Annual subscription – £120 + VAT (£144).**

*"We do not know of any other source which provides this valuable information"*



## 2. Helpdesk

The Helpdesk is available throughout the year providing help, information and reports, by email and/or telephone, on any matter relating to tendering and procurement.

**Price for a Block of 10 queries** – £600 + VAT (£720)

Blocks may be purchased singly or in sets, and topped up when all queries have been used.

*"It is so comforting know that you are there when we need help and advice with our tenders"*

## 3. VEAT Notices

If a VEAT notice is published, dis-satisfied tenderers **MUST** commence any challenge during the stated standstill period. No challenge is possible after the standstill period has been completed. .Access to these notices is an essential tool for all those tendering for public sector contracts. For a full explanation please go to <http://bit.ly/hm2qF2>

VEAT Notices published for health and social care are sent to subscribers on a daily basis.

**Annual subscription - for VEAT Service only** – £200 + VAT (£240)

**- as an addition to 1. above or Silver below** – £100 +VAT (£120)

*"This excellent service helps us to understand who is winning contracts and why"*

## Membership Packages Combination Packages

### Silver Membership

This level provides information on calls to tender in your selected geographical and specialist delivery areas. Information is provided weekly on Friday and Monday mornings, 52 weeks of the year.

**This level of Membership also includes the benefits of upDATE and Staying Ahead**

**Annual subscription** – £450 + VAT (£540)

*"We rely on your service totally. You find the calls to tender which seem to be missed by other providers and therefore with limited competition"*

### Gold Membership

Our most popular service, Gold Membership offers a cost effective approach to specialist advice and help with tender preparation.

**In addition to the Benefits of Silver Membership this level of Membership also includes:**

- **Access to the Helpdesk** during the year, providing help, information and reports by email and/or telephone on any matter relating to tendering and procurement.
- **Two face to face meetings** during the year with one of our specialists. These can be in either Chesterfield or London.
- **Up to four tenders reviewed**, either before submission or at any time after submission. We review using an approach which mirrors that used in tender appraisal by a public sector purchaser and suggest how tenders might be improved. We realise that time scales are tight during a tendering process so we always provide a response within 48hours, and where possible in 24 hours. "Before Submission" Reviews must be booked as far in advance as possible so that we can avoid conflict of interest.
- **Lessons from feedback**, a highly individual service based on purchasers' feedback from failed tenders. Send us your feedback reports and we will help you to interpret comments with suggestions for action by your company/organisation as well as how future tenders might be improved.
- **Credit Tracker Service**. Credit ratings are now becoming a gateway question. If the report is not satisfactory, then the tender is immediately excluded. The TfC Credit Tracker Service tracks your reports by the three most frequently used agencies and informs you of any change in reporting or status.
- **VEAT Notice service**. Please go to <http://bit.ly/hm2qF2> for an explanation

**Annual subscription** – £2,560 + VAT (£3072).

*"We have won 7 out of a possible 9 tenders on offer from Supporting People. Many thanks for all your help in guiding us from what were PQQ difficulties to such a huge and significant win for our organisation I think this is evidence enough of the huge impact you have had on us".*

## **Platinum Membership**

This level of Membership is becoming increasingly popular as the pressures of tender preparation bite and competition increases. It provides a cost effective approach to tender writing for those who do not employ tendering specialists and is especially useful as an "on-call" backup service for busy Business Development Staff.

Structured in response to demand, Platinum Membership provides the re-assurance that support services and backup are always available as and when needed.

**You receive all the Benefits of Gold Membership with the addition of:**

**Six pre-paid consultancy days** which can be used to address any tendering or procurement matter. These may be used for a range of purposes which include, but are not limited to:

- PQQ preparation.
- Method Statement writing.
- Specialist research and reports for corporate and strategic planning.
- Participation in staff discussions, meetings and conferences.
- The use of webinar technology for remote attendance at meetings and discussions.
- Support for the challenging of purchasers' decisions, including drafting letters.
- Expert investigation of matters related to procurement compliance.
- Help regarding public sector contracts.

**Annual subscription** – £5,760 + VAT (£6912).

*"Your tender was a masterclass in how a tender should be written"  
(Feedback from a purchaser regarding a successful tender written by TfC)*

## **Membership of TfC provides cost effective access to a range of support services.**

These are available on a menu basis and may be purchased singly or in combination packages. Price reductions are available to organisations, businesses and companies with an annual turnover of less than £3 million subscribing at Gold or Platinum Levels.

**In addition we offer** significant discounts to TfC Members when attending our open training courses, and also when purchasing consultancy services and other products from TfC

## **Details and Registration Form**

The full details of TfC Membership services outlined above, including a Membership Registration form and terms are available in our "Membership Pack for 2011" which can be downloaded from the "TfC Membership" section of the website [www.tenderingforcare.com](http://www.tenderingforcare.com)

If you prefer we can send you a copy by email on request.

**Please contact us to discuss any queries you may have regarding anything outlined above, or if you need help to decide which is the most cost effective package for you.**

Telephone: 01629 57501

Email: [info@tenderingforcare.com](mailto:info@tenderingforcare.com)

Address: Project Development & Support Ltd  
30 Gritstone Road, Matlock, Derbyshire DE4 3GB



For recommendations from TfC Members find us on LinkedIn under "Janet Roberts" at <http://bit.ly/hIHdb2>

Follow us on twitter under Care\_Tendering at <http://bit.ly/hr0xXa>