

## Keep Up-to-Date and Stay Ahead of the Competition

### Current trends in Health and Social Care tendering:

- More framework (AWP) opportunities;
- as a way of creating opportunities for smaller providers the Government is encouraging purchasers to establish frameworks and to also divide large contracts into a number of Lots;
- the introduction of the “mega-framework”;
- more opportunities resulting from increased outsourcing of health services;
- a general contraction of about one third in the value of contracts on re-tendering; increased competition leading to a general improvement in the quality of tenders; contrary to some reports, larger providers losing out to small and medium organisations;
- some large national organisations retaining fewer than 50% of re-tendered contracts;
- changes to tender requirements leading to new, technical tender writing skills – what worked in tender preparation at the end of 2011 is unlikely to work in 2012/13

### TfC weekly e-journals published on 50 weeks of the year:

It is said that “knowledge is power”.

**TfC UpDATE** provides essential knowledge for those tendering for health and social care contracts. Designed and developed with the help of our Members; to give subscribers a competitive edge and to help them stand out from the crowd. This provides

- links to Government guidance and policy documents published during the previous week;
- news on Government plans for the development of Health and Social Care services;
- a “Local Authority Watch” section, with information on announcements and plans for Health and Social Care from Local Authorities, PCTs, etc.;
- information on market and sales opportunities;
- Links to funders which might be relevant to Health and Social care providers.

Changes in procurement are fast moving; therefore the tendering environment for Health and Social Care is constantly developing. **Staying Ahead** provides essential knowledge for Business Development, and those managing tendering including key changes to procurement law.

**Staying Ahead** provides:

- comment on problems encountered by Members making the TfC Membership a learning organisation;
- general guidance on how to deal with tendering processes which appear not to comply with current procurement law;
- up-to-date guidance on trends in the requirements of purchasers;
- detailed information, hint and tips on how to improve your tenders;
- Updates on judgements in the UK and European Courts relevant to procurement and the health and social care sector.

**TfC UpDATE** and **Staying Ahead** will provide you with essential information designed to increase your tendering success in the increasingly competitive health and social care market. A subscription covers BOTH e-journals, delivered to up to three email addresses for the start of every week. (We do not publish over the Christmas and Easter Bank Holidays)

For a sample copy of **TfC UpDATE** and **Staying Ahead** Email [info@tenderingforcare.com](mailto:info@tenderingforcare.com)

*“The value of the help we get from TfC is out of all proportion to the money we pay – it is a truly excellent service in every respect.” TfC Member*

