

A Forensic Approach to Method Statements

Tendering in 2016? This course provides an opportunity learn how tenders under the new rules continue to consistently score over 90% during the appraisal of quality.

The 2015 introduced a “light touch” approach to health and social care tendering. However increasing competition and new entries to the market by European companies have resulted in little actual change in the demands made on providers seeking to secure contracts. If anything the demands are increasing.

The course is based on our unique, up to date knowledge of how tenders are appraised. They will help you to understand the new demands and procedures and to understand the proven techniques which have are so successful in securing contract awards under the new Regulations. You will be shown you how to gain a competitive edge and tender successfully for health and social care contracts.

Course Structure

The course structured around on extracts from a poorly written method statement and extracts from well written method statements as examples of good practice.

We use a method statement provided by the customer to introduce Students to TfC’s highly successful ‘forensic approach’ to the preparation of method statements. This methodology helps you to extract all the hidden messages in the procurement documents so that you fully understands what the purchaser requires and can write a method statement that closely matches those requirements.

The course also helps providers to understand that the preparation of each tender is not an isolated activity, but makes demands across the organisation. As a result managers develop an understanding of the systems and evidence necessary to secure public sector contracts. All of our training emphasises how to address the “three Cs” of successful method statements:

- Capacity;
- Capability;
- Certainty

During this course, students will undertake a series of group tasks and open discussions to analyse the common features of well written method statements which are winning now. They will learn how to identify the key components of good answers.

The course will include on screen presentations with a series of examples of good practice highlighted and explained by the trainer. Students will learn to look at answers through the eyes of an appraisal officer and identify where improvements can be made. They will learn how to decipher questions and work out how to prepare high scoring answers.



Throughout the course we will focus on tendering and procurement practice as it functions in the health and social care sectors

This is a CPD Certified Course with the following Learning Outcomes

As a result of the course students will:

- Understand how to analyse the questions in order to identify how a winning answer should be constructed;
- Understand the key aspects of successful company/organisations from the Purchasers' perspective;
- Identify the key elements of a very good/excellent answer.

The Course will be tailored to meet your requirements including using a recent tender as an example

Students will receive a checklist of 'common themes' as an aid memoire to the good practice highlighted by the trainer;

This is a full day course typically from 10 am to 4 pm with a breaks for lunch, coffee and tea

Maximum number of participants – 18

Fee package Available in a one day taught format for up to 16 people. Cost £1,000 + VAT and travel. O/N accommodation on the night prior to the event (this is excluded from events run within the M25). The cost of the accommodation is usually paid directly to the hotel by the event organiser. This avoids potential difficulties regarding VAT.

Room layout – classroom layout with a top table, screen and flipchart

Please contact us for details.

By email info@tenderingforcare.com

By telephone 01629 57501

By post to Suite 2, Stanton House, 49-51 Stanton Road, Ilkeston,
Derbyshire DE7 5TW30

Or visit our website at www.tenderingforcare.com

Students on recent courses said:

Content was more than I expected and was very useful

Excellent delivery and thought provoking content

Once again excellent delivery at a pace which suited me – no gaps!

The course was excellent, delivered in a way in which we were engaged, witty and funny at times. This is a highly specialised area made thoroughly understandable. I now know how to WIN!



Copyright © 2016 Project Development & Support Ltd
Registered in England & Wales No.3545015 Registered Office as above

