

InterTradelreland is the only organisation which has been given responsibility by both Governments to boost North South economic co operation to the mutual benefit of Northern Ireland and Ireland.

InterTradelreland is a powerful resource for business growth, helping SMEs through a strong mix of business intelligence, funding support and meaningful contacts.



## Together for tender success

A chance for businesses to learn how to tender successfully and win steady business. Discover how today:

[intertradeireland.com/tendersuccessfully](http://intertradeireland.com/tendersuccessfully)




### InterTradelreland

**Phone** 028 3083 4100 (048 from Ireland)  
**Fax** 028 3083 4155 (048 from Ireland)  
**Textphone** 028 3083 4169 (048 from Ireland)  
**Email** [info@intertradeireland.com](mailto:info@intertradeireland.com)  
**Address** InterTradelreland, The Old Gasworks Business Park  
Kilmorey Street, Newry, Co. Down, BT34 2DE

*InterTradelreland will endeavour to facilitate requests for alternative formats of this publication including Irish Language, Ulster Scots, Braille, disk and audio cassette.*

Published April 2018



**Go-2-Tender**  
—  
**Information & Advice**  
—  
**Meet the Buyer**



# Together for tender success



## Tender Workshops

The public procurement market is worth approximately £2.8bn in Northern Ireland and €12bn in Ireland and represents an untapped market for many firms to increase their sales.

### Go-2-Tender Workshops

Go-2-Tender, our award winning tender training programme, aims to give SMEs the confidence, knowledge and practical skills to tender successfully for public sector contracts across the island.

These are two-day training workshops that will provide SMEs with the necessary skills to successfully bid for public sector contracts in either jurisdiction.

### Mentoring

Eligible participant companies can apply for two and a half days of mentoring from an experienced consultant to help with tender development, scoping potential markets and tailored advice and guidance.

### Advanced Mentoring/ Consortia Facilitation

Competitive support packages of up to five further mentoring days will be available to eligible businesses. This mentoring can cover 'live' tendering opportunities, strategies for accessing larger contracts, operational issues such as market intelligence and how to use it to gain competitive advantage, tactics re pricing, resourcing etc, implementing current trends in procurement i.e. sustainability, innovation, green procurement, risk management, and joint ventures/consortia building preferably on a cross-border basis.

## Supplier Engagement Events

These events provide SMEs supplying to the public sector, the opportunity to meet with relevant buyers and organisations within a particular sector.

The focus of these events is on the specific needs of a particular sector and how the supply base (SMEs) can most effectively offer valuable solutions.

## Meet the Buyer Events

Our Meet the Buyer events are unique opportunities for SMEs to meet public sector buyers face-to-face in a relatively informal setting. Breakout information sessions are also delivered to upskill firms on procurement market changes, public sector buying processes and upcoming opportunities. These events are organised in conjunction with bodies such as The Central Procurement Directorate (CPD), Office of Government Procurement (OGP), Strategic Investment Board, Invest Northern Ireland and Enterprise Ireland.

## Am I Eligible?

Further information and eligibility criteria for all InterTradeIreland tender supports is available on our website.

## Discover more

To learn about how InterTradeIreland can improve your tendering success.

**Visit: [intertradeireland.com/tendersuccessfully](https://intertradeireland.com/tendersuccessfully)**

## Tendering Information, Advice & Briefings

### FAQs, Guides, Videos and Presentations

Useful FAQs, guides, videos and presentations are available to download from our website to help you tender more successfully.

### Workshops on Trends and Emerging Issues

Half-day workshops on trends and emerging issues that SMEs should be aware of that will impact them in the public procurement environment.

### Category Specific Briefings

Be informed about market specific information and get support with refining your targeted tendering plan.