

Events Schedule for Go4Growth.				
MONTH	DATE	TIME	EVENT TITLE	EVENT DESCRIPTION
JAN	14 TH JAN	10.00AM	Procurement Act 2023	We'll focus on Open Frameworks - Under the Act, Frameworks (with more than one supplier) can be run for 8 years, providing it is re-opened at certain points. We'll talk through how it will work and how a Framework with only one supplier may differ. We'll chat through what to expect when they do re-open. We'll look at Dynamic Markets and how they differ from Dynamic Purchasing Systems and discuss when they are mainly utilised and how they work.
JAN	22 ND JAN	9.30AM	Social Value for Procurement & Commissioners	A journey through social value for procurement, looking at how to table it well in tenders and how to ensure that you get what you ask for and avoid over promises from the market. We'll take a look at how social value can be contract managed and measured using social measurement as well as financial. At this workshop we'll also give insights into marketplace feedback on the challenges and opportunities of social value, discussing how we can maximise social impact and harness the talent and capability of the market. We'll include carbon reduction and sustainability as part of the Social Value discussion
Feb	6 th FEB	10.00am	Carbon Net Zero for Public Sector Organisations - Scope 3 Purchased Goods and Services	This webinar will give you practical overview of the Go4Growth Carbon Net Zero (CNZ) programme for public sector organisations and their providers (suppliers and local businesses & voluntary sector organisations).
FEB	18 TH FEB	10.00AM	Finding Opportunities in the Public Sector	Providers often tell us that it can be really difficult to find the right opportunities in the public sector. There are lots of portals and different search engines so knowing where to start can be a challenge in its own right. We'll go through some of the main portals to show you which portals are used in what geographical areas or by which public sector organisations. We will also cover how to search using Contracts Finder, the free government-hosted database of public sector opportunities as well as the Find A Tender Service which will become the Central Digital Platform under the new regulations.
MAR	3 rd MAR	12.30PM	Navigating Public Sector Competitions - Series of	At this first session we'll look at the standard selection questionnaire (SSQ) working through each section and giving an overview of what's required including things like mandatory and discretionary exclusions.

			Lunch & Learn Sessions	
MAR	10 TH MAR	12.30PM	Navigating Public Sector Competitions - Series of Lunch & Learn Sessions	At this second session we'll look at the specification, evaluation criteria and how to answer technical/quality questions. We'll break down the structure of questions and overview how to relate your response back to the specification and scoring.
MAR	13 TH MAR	9.30AM	Procurement Act - Progress Review	The Procurement Act 2023 is due to go live on 24th February 2025. This event for both buyers and suppliers will look at what the first few weeks looks like post the new regulations going live. How does it feel, did we go live as planned and what changes have we seen, if any, in the first opportunities posted since the regulations came into force.
MAR	17 TH MAR	12.30PM	Navigating Public Sector Competitions - Series of Lunch & Learn Sessions	At this third session we'll look at the terms and conditions, pulling out the main areas to focus on such as warranties/liabilities, cost increases, termination, IPR etc. This session doesn't constitute legal advice but is guidance from a practitioner's perspective. We will look at standard goods and services contracts and will not cover SAAS (Software As A Service) or Construction Contracts such as NEC3
MAR	24 TH MAR	12.30PM	Navigating Public Sector Competitions - Series of Lunch & Learn Sessions	At this final session we'll look at the feedback process. After every public sector bid when the result of the tender is communicated to you, it should be accompanied by some feedback. At this session we will go through examples of useful feedback and overview what you should expect to get or can ask for from the contracting authority. We will also chat through how to use feedback for future work. We'll also discuss what to do if you're not happy with either the outcome or process and where you can go to get support.
APR	3 RD APR	9.30AM	Procurement Act 2023 - 6 weeks in	This event for both buyers and suppliers will look at what the first few weeks looks like post the new regulations going live. We'll look if possible, at the Competitive Flexible Procedure and how it's being used, how dynamic markets are operating and whether Frameworks are being let under the new constructs as well as how the Central Digital Platform is working and if the new notice regime is helping to create more transparency and accessibility to public sector buyers. We'll also be asking SMEs to feedback about whether their experience has changed at all.
APR	10 TH APR	10.00AM	Find Businesses to	Learn about developing partnerships/collaborations for opportunities in the public sector & meet businesses who may become future partners

			Partner With & Develop Collaborative Working	
APR	22 ND APR	10.00AM	Social Value for Providers	We have developed this webinar for organisations who are working with or wish to work as a supplier to the Public Sector and/or want to understand social value better and learn how to develop an approach to social contribution through your business. Social and environmental impact is a growing priority in both private and public sector competitions and so this workshop will help businesses who are seeking to increase their knowledge in this area to support growth generally. We're seeing weightings of 20% in many bids which means social impact can be bid winning!
MAY	8 TH MAY	9.30AM	Bid Skills Workshop - 1/2 Day	A deeper dive into public sector procurement processes for general goods and services, with practical examples of a typical public sector procurement. We'll look at how to work through the stages of a public procurement, including the standard selection questionnaire and draft responses on quality questions, social value, carbon reduction and maximise chances of success. In this interactive workshop we'll draft answers to some sample quality and social value questions and score them according to the answers we write. We'll discuss our scores based on the specification and evaluation criteria and discuss any improvements we could make.
MAY	22 ND MAY	10.00AM	Supplier Diversity - Accessibility & Inclusivity	We'll discuss what Supplier Diversity is and why it's important, what are the benefits of having a diverse supply base. We'll explore some helpful tips as to how procurers in both private and public sectors can consider supplier diversity as an outcome and how to get started. We'll discuss accessibility for suppliers and inclusivity for the whole market and how early market research and market engagement can support successful supplier diversity. We'll also look at how having a diverse supply base supports long-term growth.
JUNE	5 TH JUNE	10.00AM	Credibility & Accreditations	Exploring what basic credibility means from a public sector competition perspective and how to get it.
JUNE	19 TH JUNE	10.00AM	Carbon Net Zero for Public Sector Organisations - Scope 3 Purchased	This webinar will give you practical overview of the Go4Growth Carbon Net Zero (CNZ) programme for public sector organisations and their providers (suppliers and local businesses & voluntary sector organisations).

			Goods and Services	
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