

TRAK

Tender Readiness Audit Kit

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Introduction



- The climate has changed for third sector organisations across the country.
- Grants are becoming less common and contracts are becoming the norm. With contracts comes formal procurement, which puts additional pressure on third sector organisations of all sizes.

Introduction

- This may seem a daunting prospect, but third sector providers should be actively tendering for services. The sector has been innovating and adding value for many years. As a result it has some exceptional services to offer.

Policy

- The Government recognises the significant role already played by third sector organisations in public services and is keen for this to grow. An action plan drawn up by the Cabinet Office in 2006 set out reforms to increase third sector involvement in public services.

Policy



- Further policy papers have repeatedly highlighted the desirability of a greater third sector role. This will mean more services will be tendered. The need for third sector organisations to engage effectively in competitive tendering will only increase.

Background to TRAK

- Developed in conjunction with many Public Sector bodies in Lancashire to:
- Eliminate risk, and
- Bring the 3rd Sector and Public Sector together
- Make sure the 3rd Sector understands the world of Public Sector procurement

What does TRAK offer?

- Gives introduction and overview of Public Sector procurement rules and regulations
- Identify if Public Sector procurement is right for you e.g. does the piece of work fall within your aims and objectives?
- Identify prospective customers/partners
- Look at various FREE resources for searching for opportunities
- Help to become more strategic e.g. marketing strategy

What does TRAK offer?

- Look at policies and procedures that organisations need to have in place to deal with the Public Sector
- Audit of these policies and procedures to ensure that they are up to date and applicable to the business
- Tips and guidance around tendering and added value
- A report offering advice and recommendations
- If a body passes the process, a certificate valid for two years

Who Supports It?

- The North West Centre of Excellence are using the process as guidance for SME's across the region.
- Procurement departments from all over the County including:
 - Lancashire County Council
 - Blackburn with Darwen
 - Blackpool
 - Preston
 - East Lancs e-Partnership
 - Chorley



The Process

- A trainer will visit your premises to undertake the process.
- This typically takes between half to a full day.
- A computer with internet access will be required.
- Access to policy and procedures will be required.

Price

- Prices can be given on application but SELNET members will receive a substantial discount so join!
- All monies raised will go towards the time and travelling expenses of the trainer and towards SELNET to help them become sustainable to support Social Enterprises throughout Lancashire on a continuous basis.

How do you book?

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