

*Following the success of last year's programme, the NEPO Business Club is working with Newcastle City Council's Business and IP Centre and Generation NE to offer an extended and updated programme of free events through 2015 — bringing suppliers and providers interested in improving their public sector tendering skills up to date with changes in EU/UK legislation and the Social Value Act as well as training to help you win business. Generation NE is a new multi-million pound project which aims to provide the best available support for businesses and fulfil their future workforce requirements and to support young people in the area to be ready to take those opportunities. Generation NE can help in the delivery of your social value commitments and a contact will be on hand at each of the events. Places are limited so please book early to avoid disappointment.*

NEPO has teamed up with range of partners prepared to share their expertise including B2B North led by its Director—Garry Stone. Garry has helped businesses of all types and size secure their share of tens of millions of pounds of contracts across the region, and understands the challenges from a real-life, practical perspective.

**B2B:north**  
connect : win : grow

### Your Route to Success

**Date: Tues 17 Feb 2015**

The public sector spends around £238 billion each year on a wide range of goods and services -and is continually looking for new suppliers. **Regardless of your organisation's size and sector**, with the right preparation and approach you can track this spend and find your share of the market. Join us at this event to find out how to compete effectively and find the right way forward for your business.

The session will provide you with:

- A clear understanding of the public sector market.
- Step-by-step guidance on preparing for success.
- Insight on where to find opportunities and follow the money.
- Guidance on developing a plan for growth for your business.

### NEPO Business Club Tuesday Surgery

**One-hour appointments available on Tues 24 Feb and Tues 23 June**

The Tuesday Surgery provides organisations with the opportunity to meet with an independent tendering professional for an hour of free one-to-one support. You can use your appointment to get advice on any aspect of the tendering process. From organisations just starting to look at tendering with the public sector, to businesses with specific questions on a current bid - this is a great opportunity to get insight and practical help from an expert in the field.

### Navigating the NEPO Portal

**One-hour appointments also available on Tues 24 Feb and Tues 23 June**

The NEPO Portal is the North East Procurement Organisation's online tendering system; it enables suppliers to search for tendering opportunities and submit electronic bids for work with the 12 North East local authorities. These 1-hour appointments provide one-to-one support for businesses requiring assistance in using the system.

### Successful PQQ

**Date: Tues 10 March**

The Pre-Qualification Questionnaire (PQQ) is the very first evaluation step in the tendering process; it's the stage that determines whether you are chosen to go on to showcase your goods or services in a tender document. Make sure that the time and resources that your organisation invests in writing PQQs delivers the required results by attending this event.

This hands-on practical session will provide attendees with:

- An understanding of the right approach.
- A step-by-step walk through of a typical PQQ.
- Focus on key questions and how to prepare for success.



### GB Building Solutions:

#### Meet the Buyer

**Date: Tues 3 Mar (tbc)**

This event is an opportunity for North East companies to come along and hear from GB Building Solutions to understand the potential of two large student accommodation builds in the heart of Newcastle with a combined value of (£30m). More details to follow.

### GB Building Solutions: Building NE






#### Supply Chains

**Date: Tues 17 Mar (tbc)**

This second event will take smaller suppliers step-by-step through the issues they must address to be considered for larger construction supply chains including social value requirements. More details will follow.

**How to book:** View the full events calendar and book online at [www.nepobusinessclub.org](http://www.nepobusinessclub.org)  
**New events and more details will be added weekly. Find out more by signing up to Supply NEPO—**  
[www.supplynepo.org](http://www.supplynepo.org).  
 If you have any queries then please get in touch with Sinéad Moloney at NEPO  
 (Email [sinead.moloney@nepo.org](mailto:sinead.moloney@nepo.org) Tel 0191 261 3929)

Event timings and locations are shown overleaf

Time/ Date	Time	Event Title
<b>Tues 17 February</b>	9.00 registration 9.30—12.30	Your Route to Success Workshop
09.00 - 17.00* <b>Tues 24 February</b> <b>Tues 23 June</b>	Report to Reception @ BIPC	Tuesday Surgery (*one hour appointments)
09.00-17.00* <b>Tues 24 February</b> <b>Tues 23 June**</b>	Report to Reception @ BIPC	Navigating the NEPO Portal (*one hour appointments) **Please note the NEPO Portal is changing....the session on 24 Feb will cover the current NEPO Portal whereas the session on 23 June will cover the new platform
<b>Tues 10 March</b>	9.00 registration 9.30—12.30	Successful PQQ Workshop
<b>Tues 3 March</b> <b>Tues 17 March</b>	TBC	GB Building Solutions (Blandford Square Site Office) Meet the Buyer GB Building Solutions - Building NE Supply Chains in Construction
<b>Tues 14 April</b>	9.00 registration 9.30-12.30	Being Different: Your People, Your Track Record, Your Capability
<b>Tues 28 April</b>	TBC*	Business Briefing: New EU Procurement Rules* (*Awaiting transposition into UK law—date may change) with  
<b>Tues 12 May</b>	9.00—16.30	Social Value in Procurement—Update and training for business organisations  
<b>Tues 26 May</b>	9.00—10.30 17.30—19.00	Launch of the new NEPO Portal Platform
<b>Tues 9 June</b>	9.00 registration 9.30—12.30	 nesses with
<b>Tues 16 June</b>	9.00 registration 9.30—12.30	Winning business Outside the Region
<b>Tues 30 June</b>	TBC	Social Value Update—a follow-up event

**How to book:** Visit [www.nepobusinessclub.org](http://www.nepobusinessclub.org) for further information and to book your free place, or contact us (Email [Sinead.moloney@nepo.org](mailto:Sinead.moloney@nepo.org), Tel. 0191 261 3929)

## NEPO Business Club: Feedback to Date

Since NEPO Business Club's first event in June 2013, over 500 businesses and social enterprises have participated in our free regional programme. We've received some excellent feedback from attendees and have included a snapshot of this below:

- "Very motivational—altered my whole approach to tendering"
- "Knowledgeable and credible"
- "I do PQQs every day but I still learned a lot"
- "I'm feeling really focussed and energised—I am now able to write the best tender a commissioner has ever seen!"
- "Excellent series of training. A different perspective from some of the VCS/third sector training – different audience but the focus on winning was really useful and valuable"



**About NEPO:** The North East Procurement Organisation (NEPO) is a public sector buying organisation owned by the twelve North East Councils. It is a key objective of NEPO to support and develop the region's supply base, making it better able to win contracts.

NEPO runs the NEPO Portal ([www.nepoportal.org](http://www.nepoportal.org)), the e-tendering system used by the twelve North East Councils to procure a wide range goods and services. Suppliers can register free of charge on the portal to receive email alerts on, and compete for, opportunities relevant to their areas of expertise.