

# Discover tender success



Discover what's possible  
for your business through  
our Go-2-Tender workshops.  
Various dates and locations  
available across the island.

**Book Now €100 / £85**



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

 **InterTradeIreland**  
Discover what's possible

Tender  
Workshop  
dates now  
available!

## Does your SME need the right support to tender successfully for public sector contracts?

InterTradeIreland's Go-2-Tender programme gives SMEs the confidence, knowledge, and practical skills to tender successfully for public sector contracts in their own jurisdictions and on a cross-border basis.

### How to get your share of the €12bn/£10.6bn all-island Public Procurement market

Each workshop is based over two days, giving SMEs the necessary information and skills to bid successfully for public sector contracts across the island of Ireland.

With training from experienced bid specialists, participants will gain insights and practical advice, as well as benefitting from a half day of tailored mentoring support. Eligible participants can also apply for up to two additional days of mentoring from an experienced consultant.

#### Mentoring support may include assistance to:

- Source and respond to public sector opportunities
- Prepare a winning proposal
- Respond to live tenders
- Scope markets and competitors
- Form a Consortia/Joint Venture

#### Eligibility Criteria

- ✓ Classified as an SME
- ✓ Active within the Manufacturing and Tradable Services sectors
- ✓ Able to demonstrate export potential
- ✓ Have less than 30% turnover in the opposite jurisdiction
- ✓ Able to demonstrate management commitment to the public tendering market
- ✓ Able to demonstrate product and company competitiveness
- ✓ Have a proven track record in your home market
- ✓ Have an identifiable cross-border market opportunity
- ✓ Have the capacity to service any opportunity that may arise

**Book online  
now at**

[www.intertradeireland.com/  
go-2-tender](http://www.intertradeireland.com/go-2-tender)

**Cost €100/£85**