

Connecting with Business

Supplying to Government Workshop

The Industry Participation Advocate (IPA) invites you to attend the Connecting with Business Workshop Program - 'Supplying to Government', aimed at enhancing the competitiveness and capabilities of South Australian suppliers tendering for opportunities with the State Government.

The role of the IPA is to ensure local businesses leverage maximum opportunities from the State Government's \$3.8 billion annual spend in goods and services and through the Government's portfolio of building and construction projects.

In July 2014, the State Government launched Tender Ready, a project to make small businesses more successful in winning Government contracts.

The Connecting with Business Workshop - 'Supplying to Government' is an extension of the Tender Ready work.

Topics covered include:

- Knowing Your Customer
- Understanding the Rules
- Understanding the Process
- Finding Opportunities
- Building Relationships
- Tendering to Win

The OIA is able to arrange a complimentary follow-up one-on-one meeting and site visit (if preferred) with an OIA Industry Participation Consultant. The time and date will be organised at the workshop conclusion.

This workshop is aimed at South Australian Businesses which:

- Have little or no experience tendering for Government work;
- Have tendering experience but want to increase their 'wins'; or
- Need assistance to navigate Government procurement.

Need more information? Want to register?

Contact:

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