

To book a place at any of the events featured below, or for more information, [click here](#), or please contact Karen Lilley on: 0191 281 5777 or e-mail karen@btob.co.uk

Forthcoming Events:

Understanding Public Procurement Workshops (£95+VAT):

1st March
(9.30am - 12.30pm)
[Wynyard Rooms,](#)
[Wynyard](#)

3rd March
(9.30am - 12.30pm)
[Marriott Hotel,](#)
[Gosforth Park,](#)
[Newcastle](#)

Writing a winning tender (£145+VAT):

16th March
[Marriott Hotel,](#)
[Metro Centre](#)

24th March
[Wynyard Rooms,](#)
[Wynyard](#)

STOP PRESS:
Announcing:

[Business Generator](#)
'North East Meet the Buyers'
[Meet face to face with Buyers from the Public and Private Sector](#)
(£195+VAT)
23rd June 2011
[Marriott Hotel,](#)
[Metro Centre](#)

(More information on the above workshops and Meet the Buyers will follow, register now to secure your place)

Would you like practical help to understand how you can win business from the public sector?

Come along to one of our workshops and work with our expert procurement advisor Garry Stone

"I found your presentation invaluable. You have left me with so many ideas on how to improve our business opportunities"

"I just wanted to say how much I enjoyed this morning's seminar. I certainly took plenty away with me to think about and work on. You had me hooked!"

"Thanks for your training event yesterday! It was well worth every minute listening to you!"

1st March 2011 - Wynyard Rooms, Wynyard
3rd March 2011 - Marriott Hotel, Gosforth Park, Newcastle

The above workshops will take you step by step through how to understand procurement and how to find and win new business.

By coming along to this workshop, you will get a practical, real-world understanding of how your business fits into the Public Sector supply chain.

Discover how to:

- **See the opportunity** - understand the changing environment and the new opportunities for your business
- **Become bid ready** - the winning approach
- **Engage the market** - following the money and working with others.
- **Work the process** - PQQs & ITTs
- **Harness the feedback** - learning and improving

This workshop costs **£95+VAT** to attend. Places are limited so please [book now](#) to avoid disappointment.

For more information or to book your place at any of the above workshops, please contact [Karen Lilley](#) on:
Tel: 0191 281 5777
E-mail: karen@btob.co.uk

Introducing 'Business Generator'

These workshops are designed to help you generate new business and increase your profits both from the public and private sector.

Our Business Generator service includes seminars, workshops, masterclasses and 1-2-1 support. You will also have the opportunity to attend a number of **'Meet the Buyer'** events planned for 2011, where you can put your new found knowledge into action and meet and sell directly to Purchasing Managers face to face.

Whatever your size, sector, experience or knowledge, **Business Generator** can provide you with support tailored to your requirements.

To register your interest and be kept informed of the programme please [click here](#).