

# Tender bid writing for orthodontists workshop programme

Thursday 28 February 2019

BDA | London

- 09:30 Registration and refreshments
- 10:00 The context of procurement** - what is procurement? NHS procurement policy and regulations and commissioning landscape  
**Overview of a procurement process and types of procurement**
- 11:15 Refreshment break
- 11:30 Preparing for procurement** - business and marketing strategy, market intelligence and identifying opportunities  
**Bidding strategy**
- 13:00 Lunch
- 13:45 Tender documentation and response mechanisms (e.g. online systems)**  
**Dos and don'ts/tips**
- 14:30 Refreshment break
- 14:45 Key issues and questions to feature in bids**  
**Preparing a bid plan**  
**Discussion/questions**
- 16:30 Summary and close

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## Accreditation

Development outcome 

This workshop meets the educational criteria set by the GDC for verifiable CPD for the purpose of Recertification, providing **5 ¼ hours verifiable CPD** and is certified by the British Dental Association. Certificates will be handed to each delegate at the end of the course in return for a completed evaluation form.

# About the speakers

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**Alan Turrell**

*Primary Care Commissioning (PCC) Associate & Expert in Contracting and Procurement*

As a contracting and procurement specialist and Fellow of the Institute of Procurement and Supply, through a range of Senior Management and Director level posts during a 36 years career in the NHS within both provider and commissioner organisations, Alan has been responsible for designing, overseeing and evaluating numerous strategically important procurement exercises including those for primary care services. Accordingly, he has detailed knowledge of procurement procedures, tender documentation and evaluation processes.

Since April 2016 he has operated his own management consultancy and based on this experience and knowledge has assisted several organisations in developing their strategies for selling to the NHS and supporting the preparation of bids for specific services. He has presented, lectured and published articles on procurement issues.



**Wendy Crew**

*Adviser, Primary Care Commissioning*

Wendy is experienced in the health sector at local, regional and national levels. After joining PCC as an assistant adviser, Wendy quickly became an adviser for the South Central region. Wendy has strong commissioning and contracting knowledge across all four primary care professions and is a member of the dental contract reform programme which she has worked on since 2011.