



SECURING GREAT CONTRACTS FROM PRIME CONTRACTORS

A FREE interactive workshop to help providers in West London develop their offer to Prime Contractors.

1st December, 11.30 – 5pm
Ealing, Hammersmith & West London College
Acton Campus, Gunnersbury Lane, W3 8UX

Introduction

The new commissioning arrangements for employment and skills services mean that many smaller and specialist providers will need to sub-contract with larger providers if they are to survive.

West London Working is funding a series of capacity building events in West London for providers to help them respond to these challenges

This workshop is focused on developing your offer to a Prime Contractor. Through an interactive ‘Dragon’s Den’ session we will help you to ‘pitch’ your organisation to a potential Prime Contractor, receive constructive feedback and help your organisation on the way to building profitable and positive contractual relationships.

Who should attend?

Those in your organisation who lead

- contracts and projects
- business development activity
- operations and finance

How will you benefit?

- Find out how Prime Contractors develop relationships with suppliers, the methods and approaches you should be making to develop effective and profitable relationships
- Hone your organisational offer and get a chance to pitch it to an expert panel and receive feedback
- Network and connect with other West London providers and find out how you can work together

Programme

From 11.30 A networking lunch for West London shortlisted Flexible New Deal prime contractors and small providers

Dragon’s Den session

1pm	Introduction to the day and the group Overview of commissioning levels, the role of Prime Contractors and the supply chain and the Code of Conduct The West London perspective View from a Prime Contractor: what should providers be communicating and when. Developing your offer and preparing your pitch – group breakout sessions
Break	Dragon’s Den: hone your pitch skills with fierce but friendly ‘dragons’ Group feedback session Action planning – next steps
4.50pm	Review of day and finish

Next Steps

Book online now or contact Katie Francis on 020 7253 6289.

Spaces are limited to 15 delegates. They are reserved on a first come first served basis and open to one person per organisation. Smaller or specialist providers will have priority.

Who is West London Working

West London Working brings together the agencies responsible for employment and skills to reduce the high number of West London residents not in employment. We work across the London Boroughs of: Brent, Ealing, Hammersmith and Fulham, Harrow, Hillingdon, and Hounslow. Our partnership includes West London Alliance, the 6 West London Local Authorities, Learning and Skills Council, London Development Agency and Jobcentre Plus.