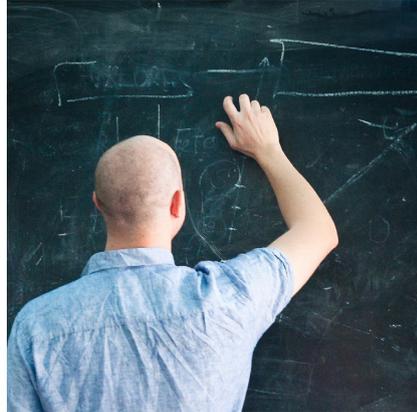


Public sector procurement offer from Neil Fuller Associates

In a time of uncertainty around the EU and the implications for UK procurement, what better time to sharpen your skills in solid procurement principles?

All government funded organisations continue to face pressure to reduce budgets and achieve better for less. The skills and understanding of public sector procurement practitioners are vital in terms of achieving Value for Money (VFM) focus, efficient and effective processes and increased overall accountability for procurement.

Neil Fuller Associates have the skills and expertise to help assist the UK's public procurement practitioners to become leaders in their field. We offer an expansive and comprehensive Public sector procurement and Supply chain management portfolio via our experienced and skilled public procurement experts.



Introduction to public sector procurement

Our updated, 'Introduction to public sector procurement' course for new and intermediate level does much more than cover the 2015 Public contracts regulations. Whatever the future holds regarding the EU, solid procurement principles will always be upheld by the UK – not least to maintain its status with the World Trade Organisation.

By getting back to basics and having VFM at its heart, the course provides delegates with a grasp of the real issues facing public sector procurement practitioners and how to deal with those issues in a practical way:

One day open course at NFA centres in Liverpool and on the Wirral: £299 (plus VAT)

Please contact us for more details

[Details](#)

Applied public sector procurement

Our 'Introduction to public sector procurement' course is complemented by an 'Applied public sector procurement' course for a more senior level, strategic workshop. Whilst we understand the importance of the 'hard' elements of procurement and will continue to run training courses in this area; NFA believe that practitioners and organisations derive most value from developing 'soft' skills to compliment understanding of rules and procedures.

One day open course at NFA centres in Liverpool and on the Wirral: £299 (plus VAT)

Please contact us for more details

[Details](#)

Bespoke courses

In addition to our standard, open training courses, NFA develop bespoke courses alongside organisations to ensure that learning can be directly applied to individual workplaces. For example, we can incorporate Authority-specific contract standing orders into our methodology and weave particular internal procedures into the learning experience.

Prices on application – please call us to discuss

Professional advice

NFA offer professional advice from our considerable experience in private and public sector procurement. This takes various forms and is often at different levels of an organisation.

Prices on application – please call us to discuss



Introduction to public sector procurement

Our updated, 'Introduction to public sector procurement' course for new and intermediate level does more than cover the 2015 Public contracts regulations. By getting back to basics, the course provides delegates with a grasp of the real issues facing public sector procurement practitioners and how to deal with those issues in a practical way:

- Background to public sector objectives
- The public sector procurement cycle
- How procurement delivers organisational objectives
- The EU Procurement Directives – a very practical view:
 - Preliminary market consultation
 - Appropriate specification
 - Choosing the best procedure
 - Thresholds, procedures and timescales
 - Procurement mechanisms – E-tendering, frameworks, dynamic purchasing systems
 - Selection criteria
 - Award criteria
- Contract management
- Value for money
- Q&A



Applied public sector procurement

Our latest offer therefore adopts an interactive and challenging style to learning in the following key areas:

- Internal procedures – making the regulations work for you.
- Routes to market, techniques and instruments – how to engage with the market and select the most appropriate route for your specific requirements.
- Typical documentation – streamlining for you and your suppliers.
- Evaluating bids – simpler and more flexible criteria, how to approach cost, quality and CSR.
- Working with internal stakeholders – a more cross functional approach to purchasing including category management, data analysis, contract management and supplier relationship management.
- Non-OJEU procurements.
- The use of Contracts Finder.



Procurement And Supply Chain Management Specialists

Neil Fuller Associates has over 20 years experience in delivering professional Procurement and Supply Chain Courses both in the UK and Globally.

We are a leading CIPS Centre of Excellence with over a 92% pass rate for delivery of the CIPS qualification.

Over the past few years we have designed and developed our world class training and consultancy services which are bespoke to each requirement and customer need.

Our offer includes:

- General advice
- Assisting in individual procurements and tenders
- Carrying out projects
- Developing procurement strategy
- Developing process changes
- Implementing structural changes
- Procurement transformation implementation

