

TESLA Public Procurement Awareness Days – Day 2, March 19 2014

Programme Outline:	TESLA Project Public Procurement Awareness Day for High Potential Start-Up Organisations (HPSUs): Day 2 – March 19, 2014.
Learning Outcome/s:	<ul style="list-style-type: none"> To enable HPSUs to become aware of the range of issues to consider with regard to their tendering strategy. To help HPSUs appreciate how innovation is procured in the public sector. To raise awareness amongst HPSUs of Collaborative Bidding Techniques and issues related to collaboration. To help HPSUs understand issues related to cross-border-access to public procurement markets.
Targeted Audience:	UK Based High Potential Start-Up Organisations with little experience of public sector tendering, but with a strong interest in bidding for such contracts.

Time Slot	Session Title	Presentation/Subject Title	Other Info
9.30am – 9.35am	Welcome to Day 2 of the TESLA Project Public Procurement Awareness Days	Welcome to Day 2 of the TESLA Project Public Procurement Awareness Days	
9.35am – 10.05am	Tendering Strategy & Management	Tendering Strategy & Management	Presentation
10.05am – 11.05am	Procurement of Innovation	Procurement of Innovation	Interactive Exercise
BREAK			
11.20am – 12.30pm	Collaborative Bidding Techniques & Collaboration	<ol style="list-style-type: none"> Collaborative Bidding Techniques. Collaborative Working for High Potential Start-Up Organisations: lessons to be learnt from the beverage and marketing sectors. 	Presentation + Case Study
LUNCH			
1.30pm - 2.30pm	Issues related to Cross-border Access to Public Procurement Markets	Issues related to Cross-border Access to Public Procurement Markets.	2 x Case Study presentations
2.30pm – 2.50pm	“The Enterprise Europe Network – what is it and how can it help HPSUs?”	“The Enterprise Europe Network – what is it and how can it help HPSUs?”	Presentation
2.50 -3.00pm	Public Procurement Awareness Days Wrap-Up & Close	Public Procurement Awareness Days Wrap-Up & Close	