

SELLING TO THE PUBLIC SECTOR

Location

Shire Hall, Warwick

Date

Monday 23rd February

Time: 9:30-12:00 and 2pm – 4:30

The event will be run in two identical sessions – one in the morning and one in the afternoon

In these uncertain times every business needs to maximise opportunities for trading and for business development. Local authorities are among the biggest purchasers of goods and services in the sub-region, buying everything from buildings to paperclips and school meals to taxi services. In fact, you name it and the chances are that Local authorities will buy it.

Are you missing out on this valuable market? Perhaps you don't know where to start or think it will be too difficult? These **FREE** presentations will explain the issues, highlight what you need to do to get on board, and give information about the help available to enable you to increase your opportunity to work with the public sector.

- Understand how Local Authorities buy goods and services
- Find and tender for local opportunities
- Find out who has won larger contracts if you intend to sub-contract
- Questions and Answers
- Meet the Buyer

We will also be looking at what support there is for businesses, covering everything from finance to HR, and marketing to sales, and answering many of your questions, including:

- What business support options are there?
- It's a minefield, where do I start?
- Where can I get help for a specific problem
- Who can help me to make sense of all of the information I'm receiving?

We will have buyers from all of the Local Authorities on hand throughout the day, plus The Chamber, the Federation of Small Businesses and Business Link

Please book early to avoid disappointment

To book:

Visit: <http://www.baytonhub.com>

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Email: reception@baytonhub.com