

## Tendering for Devolved AEB Funding Workshop

Thursday, 15 November 2018  
Jurys Inn, Birmingham

### Draft Agenda

9.30	<b>Delegate Registration</b> Refreshments & Networking Opportunity	Refreshments area
10.00	<b>Welcome and Introduction</b>	Steve O'Hare, SCLO
10.15	<b>Session 1 – Devolved Provision</b> <ul style="list-style-type: none"> <li>The background behind the devolution and why the changes</li> <li>What does the process look like?</li> <li>What background information do I need to consider?</li> </ul>	
11.15	<b>Mid-Morning Refreshments Break</b>	Refreshments area
11.30	<b>Session 2 – How to respond</b> <ul style="list-style-type: none"> <li>What are the combined authorities buying?</li> <li>Analysing the specification</li> <li>What are the key messages I need to get across</li> <li>The importance of outcomes and performance</li> </ul>	Steve O'Hare, SCLO
12.30	<b>Lunch</b>	Restaurant
13.00	<b>Session 3 – Successful Responses</b> <ul style="list-style-type: none"> <li>Analysing the questions</li> <li>Effective structuring of your response</li> <li>The importance of localism</li> <li>How to use data effectively</li> </ul>	Steve O'Hare, SCLO
14.15	<b>Afternoon Refreshments Break</b>	Refreshments area
14.30	<b>Session 4 – Effective Planning</b> <ul style="list-style-type: none"> <li>The tendering systems and processes</li> <li>What needs to be submitted</li> <li>Key do's/don'ts</li> <li>What comes next?</li> </ul>	Steve O'Hare, SCLO
15.30	<b>Q&amp;A</b>	
16.00	<b>Close</b>	