

## Bids, Bartering and Evidencing Impact

Thursday 22 November 2018

College Development Network, Airthrey Castle, University of Stirling, Stirling,  
FK9 4LA

### Programme

- 0930     **Registration and Coffee**
- 1000     **Welcome and Introductions**  
Carole Gray, Chair, CDN Librarian's Development Network
- Carole will welcome delegates and provide a brief introduction to today's event.
- 1010     **Presentation**  
Alan Ritchie, West College Scotland and Andrea Saunders, Perth College UHI,  
CDN's Finance Development Network members
- Alan and Andrea will discuss how we can best approach financial practices such as cost-modeling to determine whether a project or product is worth considering and how we can best describe value of our services within the college context.
- 1050     **Workshop/Presentation**  
Colin Sinclair, Library Collections Manager, University of Stirling
- Colin will provide an update on recent SCHEDL activity and how the changing environment may impact on LIS staff working in FE.
- 1130     **Workshop/Presentation – Effective Bid Writing**  
Jennifer Loudon, Assistant Director (Collections, Liaison & Resources),  
University of St Andrews
- 1230     **APUC**  
Lorona Watts, Supply Chain Manager (Information Services), APUC
- Sector Update
- 1300     **Closing Remarks**
- 1315     **Close**



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