

WINNING GOVERNMENT WORK

ONE DAY WORKSHOP

Prepare your business for our region's growth by building the skills you need to tender for and win government work.

With a focus on government and commercial tendering, this workshop will show you how to:

- > Understand government tendering processes and quality expectations
- > Prepare high-quality tender and quotation responses to increase your chances of winning work.
- > Develop a suite of responses to typical tender questions specific for your business.
- > Score highly on tenders and learn the power of offering value-adds.
- > Understand and apply the concept of value for money.
- > Effectively engage with government agencies and market your products and services to create new business opportunities.
- > Gain inside knowledge of government structure, directions and personnel.
- > Align your product or service offering with published government strategy.
- > Effectively communicate your service offering to the right people in government.
- > Develop a government engagement strategy for implementation.

*Tuesday 3 October
9am-5pm*

Gippsland Regional
Sports Centre
116 Cobains Road, Sale

*Wednesday 4 October
9am-5pm*

Morwell Bowling Club
52 Hazelwood Road,
Morwell

*Thursday 5 October
9am-5pm*

West Gippsland
Regional Library
2/65 Victoria Street,
Warragul

\$75 per person, limited to one person per business (lunch included).

There is a limit of 20 attendees per workshop, buy your ticket online now at lva.vic.gov.au/workshops to secure your place.

**For more information
contact 1800 136 762**