



Future Perfect

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Green Your Bid - Dealing with Sustainability Procurement and Winning Business

Ref: GP-CO-UK-294 v1.0 - June 2011

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Duration

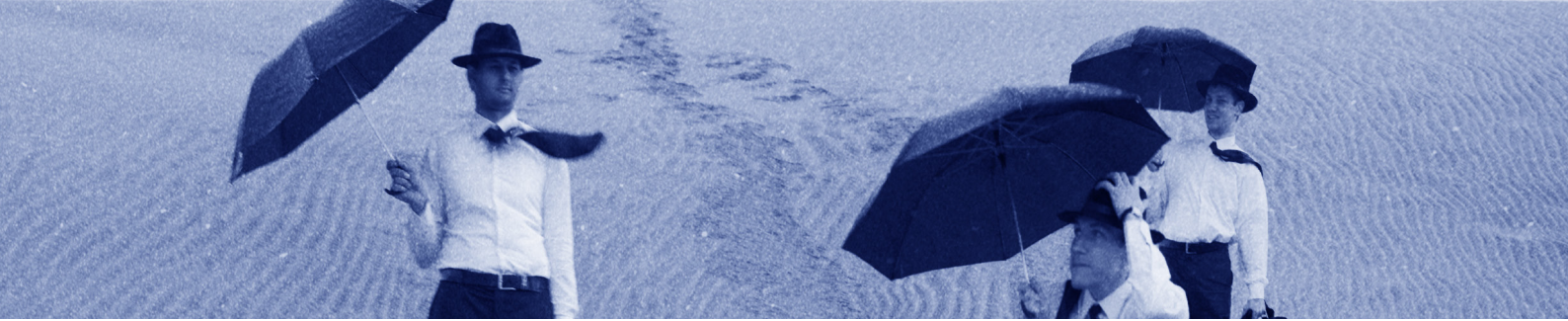
1 day

Overview

To win new business now and into the future, your business needs to establish its sustainability credentials. More and more to win new contracts your business will need to include sustainability related information in the bidding process. Companies that can demonstrate they are moving forward in a positive way, reducing negative impacts on the environment, increasing positive impacts on society and communities, and continually economically viable, are the companies that win more contracts.

If you cannot produce sustainability information show you're moving forward, and your competitors can, then it reflects unfavorably on your business, which appears to be unaware of negative impacts on the environment, how it impacts on society, and how it proposes to stay economically viable into the future.

- Describe the sustainability and green world view
- Describe the legal and policy context for sustainable procurement, including EU directives
- Identify how sustainable procurement effects your business, now and into the future
- Define sustainability criteria – environmental, social and economic
- List the various standards for the criteria, including ISO, and various certifying bodies
- Identify what sustainability data is important for tendering
- List a toolkit of mechanisms to collect the right sustainability data in the most cost effective way
- Explain how to present sustainability data for maximum impact
- What data is relevant for tendering



Objectives

- Describe the sustainability and green world view
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Agenda

9.00-9.30	Meet and greet
9.30-10.00	Introductions and Agenda
10.00-10.45	Sustainable procurement in context – Green procurement versus Sustainable procurement
10.45-11.00	BREAK
11.00-12.00	A Sustainable procurement legal and policy frameworks
12.00-13.00	Defining sustainability criteria – stakeholders, legal requirements and standards
13.00-13.45	LUNCH
13.45-15.00	Greening your bid – Identifying and gathering data mechanisms and schedules
15.00-15.30	Workshop – Part 1 Reviewing a Tender request
15.30-15.45	BREAK
15.45-16.30	Workshop – Part 2 Identifying and presenting relevant sustainability information for the bid
16.30-17.00	Learning from other tenders and ongoing management
17.00-17.30	Q&A and course Evaluation