

60 Days to Framework Success

You have got your public sector framework award – congratulations!

Now how to make the most of it? This course will fast track your knowledge to enable you to develop your framework business, providing you with the tools to navigate the complexities of procurement routes.

Critical for maximising your opportunity, this course is an in-depth guide to how the frameworks operate, who your key contacts will be and how to approach winning new business and operating in a credible and compliant manner.

This training course is delivered over 2 x3-hour sessions with 3 x90-minute workshop sessions to keep you progressing and hold you accountable, ensuring success.

Agenda Highlights

- Getting to know your framework and maximizing your place on it
- Procurement overview
- Routes to market
- Identifying key contacts
- Improving candidate attraction
- Marketing your business
- Selling in an ethical manner
- Understanding social value commitments
- Business development strategy
- Operational management of the framework
- Commercials
- Quality and Compliance
- The months ahead – 60-day challenge



Learning Outcomes

- Develop an understanding of the frameworks and how they work
- Generate ideas to develop business and grow your public sector business
- Be confident in presenting yourself and your service to public sector stakeholders
- To start to develop a plan with KPI's set for the next 60 days utilising a daily planner
- Putting the foundations in place and mapping out the actions required ensuring that you have all of the tools that you need for successful business growth

Who is this training for?

- Sales Consultants, Account Managers and Resourcers that are new to working with public sector frameworks
- Mentors/Team Leaders/Managers/Owners that are supporting employees in sales and operational roles who need to develop their own understanding of how to work with the frameworks
- Delivery teams working for businesses with a new framework award
- Managers/owners who have an existing framework award within their business with little or no current supply

Trainer: Catherine Turner and Tina Cork

Investment

Open Course – Cost per head:

Virtual: £750.00 plus VAT

In company Course –

Prices are based on 8 delegates plus Trainer expenses. Additional delegate: £375 pp plus VAT.

Virtual: £4025.00 plus VAT

To receive a free training consultation and discuss your future training needs and how we can support your in-house training contact us

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