

Oracle – agenda, delegate list & table plan

Topic: How does tendering fit within your strategic plan?

Leading discussion:

- Tim Richards, Partner and Head of Property and Construction at Hewitsons
- Phil Davies, Head of Governance at the East of England Development Agency (EEDA)

Participants:

- Hannah Buxton, Senior Business Development Executive, **Grant Thornton**
- Elizabeth Corcoran, Senior Marketing Manager, East of England, **Eversheds**
- Michael Frape, Partner, **Kester Cunningham John**
- Lynn Henderson, Head of Family Department, **Lorimer Longhurst & Lee**
- Tim Hill, Business Development Manager, **Taylor Vintners**
- Diana Johnson, Business Development Manager, **Prettys**
- Rolland Keane, Marketing Director, **Charles Russell**
- Julie Murphy, Marketing Director, **Mills & Reeve**
- Jonathan Younger, Marketing Director, **Hewitsons**
- Janet Rudge, Marketing Manager, **Birketts**

Organisers:

- Maggie Taylor, Principal, Prima PR & Marketing
- Mandi Short, Partner, The Progressive Business Group

Running order:

12:00 – 12:15pm	Arrivals, drinks, meet and greet
12:15 – 12:30pm	Starters served and welcome - Maggie Taylor, Principal, Prima PR – followed by roundtable introductions
12:30 – 12:40pm	The Procurer’s Perspective – Phil Davies, Head of Governance, East of England Development Agency
12:40 – 12:50pm	The Tenderer’s Perspective – Tim Richards, Partner and Head of Property and Construction, Hewitsons
12:50 – 1:40pm	Structured discussion over lunch
1:40 – 1:50pm	Summing up - Mandi Short, Partner, The Progressive Business Group
1:50 – 2:00pm	Photography outside (weather permitting)
2:00pm	Close

Discussion points for structured debate:

Is it right - the fit with your existing business, does size matter, pricing/ margins, the demands / challenges, the competition

Shaping up – identifying tenders, procedures and evaluation criteria, bid strategy - differentiating yourself from your competitors, using feedback on unsuccessful tenders

Delivering - contractual constraints, contract management, stepping stones

Seating plan:

↙ Entrance Door

		Jonathan Younger Hewitsons	Mandi Short The Progressive Business Group		
Brigid MacDermott The Progressive Business Group				Michael Frape Kester Cunningham John	
Lynn Henderson Lorimer Longhurst & Lee				Julie Murphy Mills & Reeves	
Janet Rudge Birketts				Elizabeth Corcoran Eversheds	
Tim Richards Hewitsons				Phil Davies East of England Development Agency	
Diana Johnson Prettys				Hannah Buxton Grant Thornton	
Tim Hill Taylor Vinters				Jo Sandall Prima PR	
		Maggie Taylor Prima PR		Rolland Keane Charles Russell	