

Your choice of trendsetter

Procurement-Plus training can be offered for individuals or in-house for teams and groups. Your programme could include:

- Business Planning
- Change Management
- Sales and Marketing
- Recruitment Best Practice
- Monitoring and evaluation skills
- Full Cost Recovery
- Customer and Stakeholder awareness
- Social Accounting Audit and Skills
- Employment Law
- Disability Discrimination Law
- Data Protection Law
- Conflict Management
- Risk Management
- Leadership
- Negotiation Skills
- Team Building



Programme Coordinator

Florence McCreedy
Programme Coordinator



Trendsetter residential with Sheffield Black Drugs Service (SBDS)

"We're grateful for the support we've received through the Trendsetter support package and we hope we'll now go a long way"

- Trendsetter Pilot Organisation



South Sheffield Partnership Workshop

www.southsheffield.org.uk

"We've never done anything like this before - it means we can look forward to becoming self-sustaining in the future"
- Trendsetter Pilot Organisation

How trendsetter Procurement-Plus can benefit you!

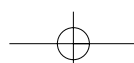
- Sustainability; bringing new markets and income streams within reach.
- Well defined products and services to focus all bid writing, tender writing and paid work negotiations.
- A strategic focus, with a strong business plan.
- Effective marketing of your services.
- Clarity on company law and how to comply with it.
- Up-to-date policies, systems, and procedures.
- Demonstrate your organisational strength and quality.
- Robust finances.
- Eliminate training and skills gaps.
- Give buyers what they're looking for!

Set the Trend: Contact us to find out more and discuss your options

southsheffieldpartnership

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trendsetter



Develop your Skills
Sheffield Black Drugs Service on team residential



Define your Services
KoniMusic's touring artist Stella Chweshe



One to One Support
Roshni Asian Women's Resource Centre



Stronger Networks
CACT Eid event



Compliance and Quality
FURD intercultural sports event

Be a **trendsetter** - Earn income to deliver what you do best through procurement contracts, commissioning, trading and social enterprise with the **trendsetter Procurement-Plus** Package

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What is procurement?

Procurement (also known as 'commissioning') is the process through which agencies identify suppliers of goods and public services, selecting those which offer the best value to them and to the public. For the supplier, procurement is an opportunity to 'tender' or bid for contracted income; to gain stable funds to deliver what they do best.

A new challenge, a new opportunity...

Third sector organisations face a new challenge, their value-driven approach, their connection to the community and their quality of service is ever more endangered by the struggle to achieve stability and sustainability. For statutory agencies meanwhile, the challenge is to find suppliers of quality services, which meet the needs of communities by engaging and empowering them. Procurement support through the Trendsetter programme can bring these statutory funds within reach of community organisations that hold a unique position in their communities; thus creating a new opportunity in sustainability for the Third sector.

The Trendsetter Procurement-Plus Package ...

The Trendsetter Procurement-Plus Package will offer you a holistic package of benefits never before offered to a third sector organisation, setting the Trend in a culture shift towards self-sufficiency and sustainability. With our support you can optimise your expertise by pinpointing your market strengths, by increasing your organisation's robustness, and by preparing you for every step of procurement and other bidding processes. The independence and focus you can achieve with Trendsetter Procurement-Plus, will help you negotiate directly for procurement contracts, Plus sell your services through enterprising and trading activities, and even to make a stronger case for grant funding.

You can select as much of the Package as is necessary; we will work with your vision to tailor Trendsetter Procurement-Plus support to your needs and to your bespoke sustainability model.

Get started - *Get in touch with South Sheffield Partnership to discuss your options. See contact details overleaf.*

Your bespoke Trendsetter Procurement-Plus programme can include:

Product Awareness

- Identify your products and services
- Know your unique selling point, specialisms, and essential added-value

Communications and marketing

- Promote your services through effective marketing
- Enhance your web presence and electronic communication
- Examine your internal communication skills and the effectiveness of your internal meetings

Strategy and structure

- Review your legal structure, ensuring it enables you to achieve your goals
- Business Planning support, including a Directors' residential
- Ensure your organisation is confidently participating in strategic decision-making

Quality and compliance

- Implement a Quality Assurance system appropriate to your needs
- Develop your organisation's internal policies and procedures
- Risk assessment

Costings and finance

- Work through your costings, ensuring application of full cost recovery
- Identify a competitive unit-cost
- Achieve value-for-money

Training and skills

- Analyse your staff training needs
- Choose your bespoke training programme from our range of training courses
- Individual mentoring support
- Non-managerial supervision including for your managers

Procurement and contracts

- Audit to establish your baseline position for procurement readiness.
- In-depth procurement training and action-planning; the complete process clarified
- Job and task analyses to help you match your resources to contract demands

- Planning skills to ensure you will deliver on contractual commitments
- Complete tender and bid-writing support: Demonstrate value-for-money for the buyer, prove your organisational capacity and track record, and clearly explain your delivery proposals.

Collaboration with others

- Study visits to look at models of best practice in procurement and of social cohesion work
- Links and partnerships with other organisations, enabling you to join forces to submit joint tenders and other joint ventures

Recognition

- **trendsetter** kitemark award to display in recognition of your procurement readiness and organisational strength



"Give buyers what they're looking for"

"The support and help with procurement has been just phenomenal" - Trendsetter Pilot Organisation