



Seminar in tendering focuses on preparation

QUINTAS, a leading financial and accountancy management services firm based in Cork, recently held a seminar at its premises in Blackpool which was given by Peter Brennan, MD of Bid Management, a consultancy firm. Mr Brennan, an expert in the area of tendering processes, has 35 years of experience having spent time in both the public and private sector, at national and international levels.

The main purpose of

this meeting was to alert companies as to how they can best prepare for this process. The tendering process itself can be a difficult one and invited guests shared their own experience with Private and Public Sector tenders. As a consultant with an excellent track record in this area, Mr Brennan was on hand to offer advice in terms of what different public and private organisations are actually looking for when they 'go

to tender' for a product or service.

Mr Brennan used specific examples taken from the E-tenders website, which he described as a 'one stop shop'. He explained that anyone interested in applying for a tender should spend time on the website, downloading all relevant information, in order to become familiar with how to write the tender.

Peter advised the group on things such as: when one

should or shouldn't apply; taking care around the rules and regulations; the importance of an Executive Summary; the format of submissions and an entitlement to information and feedback.

Tim McCarthy, Managing Partner at Quintas said: "This is one of a series of seminars **Quintas** has planned for our clients and business acquaintances. As a progressive and dynamic company, we aim to bring advice to people not only

through our own **Quintas** Advisors, but from experts in a chosen variety of sectors that will appeal and help our clients."

For further information on **Quintas** and the various divisions and offices visit www.quintas.ie for further information on tendering and procurement please see <http://www.etenders.gov.ie/>.