

Enhancing Community Business Tender Writing Workshops are a 1-day workshop for an organisation's key staff where we identify frameworks to develop competitive responses and look at very practical ways to strengthen future tender bids.

The workshop is highly interactive and is designed to give participants a clear "ideas scaffold" in preparing their next bid. Staff from well over 100 agencies across a number of states have attended our workshops.

Enhancing Community Business has significant experience and success in writing and developing winning tenders in the not-for-profit arena. Our success has been in the areas of:

- HACC (the broad spectrum of service types),
- Disability Services (State-based – residential and accommodation, community access, leaving care models, intensive family support services and respite – both in-home and centre based),
- ACAR (Commonwealth Aged Care Approval Rounds)
- Out of Home Care and Family Services,
- A wide range of Federal and State funded programmes (for example Personal Helpers and Mentors, Family Relationships Centres, Recovery Based Programs, Consumer Directed Mental Health Programs, and Mental Health Respite Development Fund),
- Homeless Services (SAAP state based),
- Nursing and Community Health (labour force outsourcing).

We maintain a very high tender success rate and have secured recurrent funding of well over \$60m in the past 5 years for our client agencies.

At the completion of the workshop we anticipate participants will be able to:

1. List key areas that define a tender document
2. Describe aspects that need to be considered in deciding whether to submit a bid or not
3. Use the unique P.E.K.S. Framework to demonstrate their capacity as an organisation
4. Articulate models of service delivery in simplistic "readable" terms
5. Adapt two styles of innovation in designing service models within not-for-profit community service tenders
6. Identify ways in which a not-for-profit community service bid can be financially competitive
7. Identify key ways a bid can "stand out from the crowd"
8. Describe and use some simple quality control processes on the final draft of a bid

Amovita is proud to partner with Enhancing Community Business to deliver this presentation. Amovita delivers training throughout Queensland and interstate, we also can tailor training to suit your organisational and staffing needs.

Please visit the Amovita website to view the 2012 Training Calendar.



Book Amovita Consulting for your next presentation, strategic planning event, conference, in-house training, professional supervision or motivational speaking event

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