

# WINNING GOVERNMENT WORK

## ONE DAY WORKSHOP

*Prepare your business for our region's growth by building the skills you need to tender for and win government work.*

**With a focus on government and commercial tendering, this workshop will show you how to:**

- > Understand government tendering processes and quality expectations
- > Prepare high-quality tender and quotation responses to increase your chances of winning work.
- > Develop a suite of responses to typical tender questions specific for your business.
- > Score highly on tenders and learn the power of offering value-adds.
- > Understand and apply the concept of value for money.
- > Effectively engage with government agencies and market your products and services to create new business opportunities.
- > Gain inside knowledge of government structure, directions and personnel.
- > Align your product or service offering with published government strategy.
- > Effectively communicate your service offering to the right people in government.
- > Develop a government engagement strategy for implementation.

*Tuesday 3 October  
9am-5pm*

Gippsland Regional  
Sports Centre  
116 Cobains Road, Sale

*Wednesday 4 October  
9am-5pm*

Morwell Bowling Club  
52 Hazelwood Road,  
Morwell

*Thursday 5 October  
9am-5pm*

West Gippsland  
Regional Library  
2/65 Victoria Street,  
Warragul

**\$75 per person, limited to one person per business (lunch included).**

There is a limit of 20 attendees per workshop, buy your ticket online now at [lva.vic.gov.au/workshops](http://lva.vic.gov.au/workshops) to secure your place.

**For more information  
contact 1800 136 762**