



EBU TRAINING LIMITED

Global Training Solutions

DEVELOPING BIDS AND TENDERS FOR EUROPEAN FUNDED PROJECTS

2 Day Course – Residential or Non-Residential

This course is also available as a bespoke training event

The ERDF, ESF/Co-financing and the Rural Development Programmes run up to 2013 with ongoing opportunity to access funding for project delivery however the key to success rests not just with a good, innovative idea – it requires more than that. This 2-day course has been designed for people who are planning to access funding for projects financed from these European Programme sources either through bidding or tendering routes. The course content focuses on the skills and techniques of effective bid and tender writing drawing on the principles of sound project design but incorporates the knowledge of the Funds “unique factors” such as the Cross Cutting Themes, State Aid integration, management of revenue and, where required, provision of match funding.

Delivery will be interactive and participative with case study examples and mock applications. It will start at 11am and end at 4.45pm on Day One and will resume on Day Two at 9.15am and will close at 3.30pm. A full programme will be sent with the joining instructions.

Participants will learn:

- How to understand the relationship between Funding priorities, regional policies and project interventions
- How to relate beneficiary needs to Programme objectives and better plan to link activities to results and budgets
- How to influence project design in order to integrate the Funds “unique factors” into bid and tender responses thereby making the application more EU compliant and eligible
- Hints and tips through which to manage the bid and tender writing process more efficiently and effectively
- Certificates of attendance will be supplied to all participants completing the course.

Who should attend?

- Managers and other officers with line management responsibilities from organisations planning to make applications
- Project managers and prospective delivery team members
- Anyone involved in the setting and managing of programmes including senior managers with organisational responsibilities
- Development and Programme managers from Intermediary and other Accountable Bodies

Course Trainer

The course will be delivered by *Anne Eastwood* or *Stefan Sykes* of Kalliopi Associates Ltd. Please see their profiles on our web site under “Who are we”.