Winning in International Tenders
Tuesday 14 May 2013
MWB Venues, 60 Cannon Street, London EC4N 6NP

09:00 to 09:30
Registration, tea and coffee

09.30 to 09.45
UKTI High Value Opportunities Programme - Malcolm Cohen, Senior International Trade Adviser, UK Trade & Investment

09.45 to 10.45
International Bid Management - Geoff Ansell, Systech International
• SME supply chain positioning and prequalification
• Choosing the Partner and designing the bid
• Key considerations, language, work package, credentials, certification and standards, QA
• How to improve the odds
• Project management

10.45 – 11.00
Tea and coffee break

11.00 to 11.30
HVO Case Study

11.30 to 12.15
Contractors and Consultants - Mike H Blackburn, Director, Mott Macdonald Ltd
• What prime contractors / consultants look for in SMEs
• Prequalification for Bids
• Enhancing your profile with prime contractors and consultants

12.15 to 13.15
Commercial / Legal Issues – Laura Berton, Field Fisher Waterhouse LLP
• Terms and Conditions
• Bonds / Insurance
• Risk Assessment / Transfer
• Applicable Law
• Bribery Act

13.15 – 14.00
Networking Lunch
14.00 to 14.45
UKEF Products for Companies Tendering Abroad – Denise Rowley and Andrea Walker, UK Export Finance
- Working capital support
- Contract bond support
- Credit Insurance
- Bond Insurance
- Letter of credit support for confirmations
- Loan Guarantees to Banks

14.45 to 15.30
Helping Manage the Cash Flow and Risk Implications of Securing your Export Deal - Gary Griffiths, Director, Trade & Working Capital, Barclays
- Getting your Bank support in place
- An insight into how do Banks assess export lending propositions
- What is Trade & Working Capital Finance
- Overview of ‘how to get paid’
- Financing your ‘export’

15.30
Close