

# Collaborate to Tender

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# Today's Purpose

*An awareness-raising webinar for businesses interested in learning how the consortium co-operative model may help them to tender for bigger contracts.*

Participants should leave the webinar with:

- + Ability to recognise opportunities
- + Clear about the growth opportunities
- + Understand the benefits of this model
- + Understanding of CDS Support

# What we do



**Consortium  
Co-operative**

## Employee Ownership



# Collaborative working

- + Reach new customers and markets
- + Access bigger, more valuable contracts
- + Innovate new products and services
- + Increase efficiency through economies of scale
- + Better revenues and profits
- + Mutual growth for all

# Collaborative tenders

- + Prime contractor + prospective subcontractors**
- + Prime contractor + formal teaming agreement**
- + Incorporated consortium company**
- + Unincorporated consortium + incorporation following contract award**

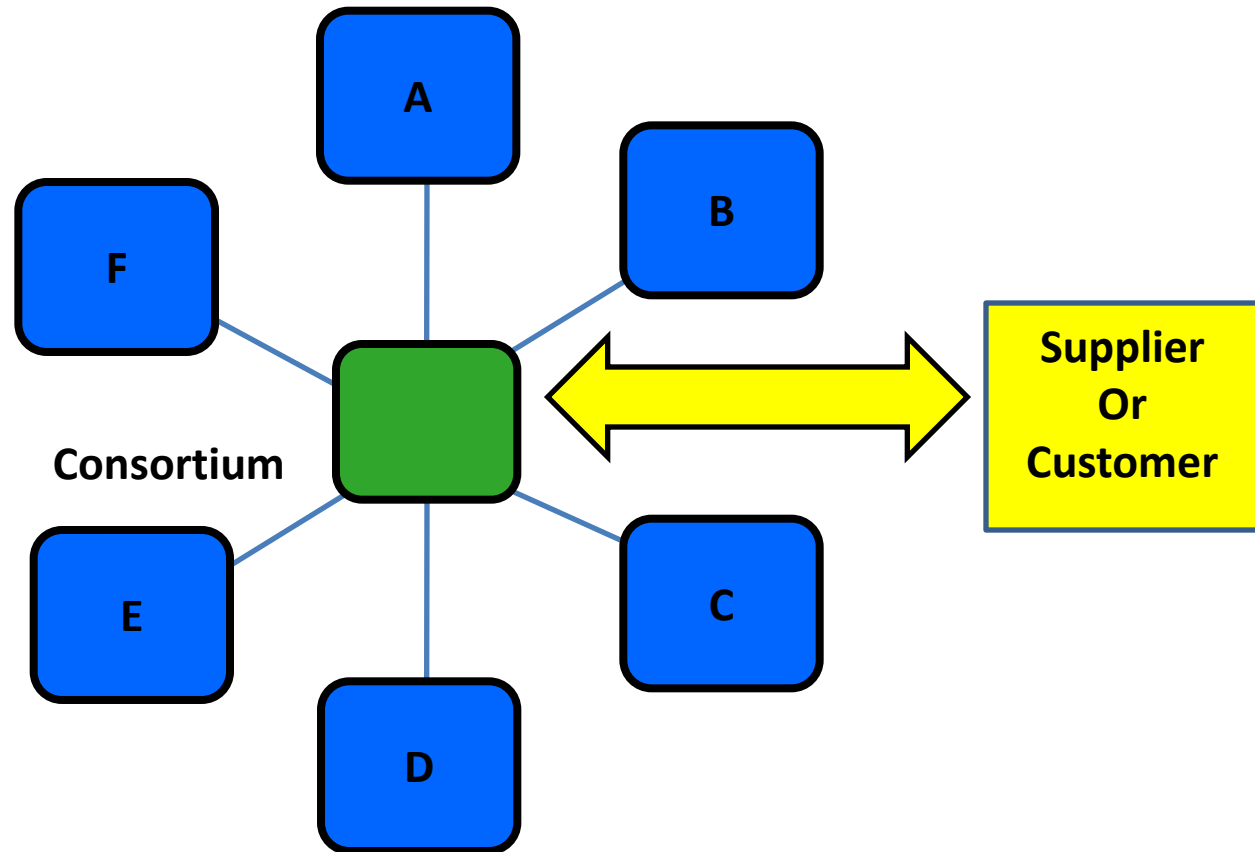
# Consortium Co-operative... What is it?



# Consortium Co-operative

- + Members are independent businesses
- + Consortium is legally separate
- + Governed on co-operative and equal basis by members
- + Limited liability
- + Flexible structure

# How does it work?





# Food From Argyll



# The Wee Agency



# The Wee Agency

...that thinks big

[The Wee Agency](#)

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## Some other live examples...

- + Transport Tender – delivery of a bike hire scheme**
- + Major public sector contract award on prime/sub basis – parties keen to establish a more equal approach via consortium**
- + Opportunities in the housing sector?**

# CDS can help with...

- + Opportunity analysis
- + Advice on structure / governance
- + Legal documentation
- + Our Consortium Champions

# Thank you!

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