

# Breakfast Seminar

## Winning Tenders

Tips from the public and private sector on how to run and win tenders in these challenging times

### DATE

15th April 2010

### TIME

7.45am - 9.45am

### VENUE

Goldsmith Hall  
Radisson Hotel  
Golden Lane, Dublin 2

### RSVP

Please RSVP by Wednesday, 7th April 2010 to Helen Corrigan at 01 6644 211 or [hcorrigan@eversheds.ie](mailto:hcorrigan@eversheds.ie)

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### About the topic

- In the coming years, winning Government work could be the key to survival for many businesses
- With work in short supply, disappointed bidders are more likely to challenge tender competitions
- Given the advent of new Remedies Regulations, running tender competitions has become more and more complex
- The aim of our speakers is to give practical assistance to bidders on how to win tenders and, to awarding authorities, on how to run tender competitions and avoid challenges

### About the speakers

#### John O'Connor, Chief Executive Designate Housing and Sustainable Communities Agency

John O'Connor is Chief Executive Designate of the Housing and Sustainable Communities Agency. Formerly he was Chief Executive of the Affordable Homes Partnership and Head of the Housing Department with Dublin City Council. John has run numerous tender competitions whilst in the public sector.

#### Cecil Ryan, Managing Director, OCS Limited

Cecil Ryan is the European Managing Director for OCS International Facilities Services. He was previously managing director of DMG Services Group. Cecil has extensive knowledge of the service sector within Ireland and tendering for public sector contracts across a number of service lines. He is a Director of the Forum on Public Procurement in Ireland.

#### Mark Varian, Head of Construction, Projects & PPP, Eversheds O'Donnell Sweeney

Mark is Head of Construction & Projects Group. He has over 14 years experience in developing, operating and financing large scale developments and infrastructural projects. He has advised numerous clients on both the public and private sector in running and bidding for tenders. He is a member of the Society of Construction Lawyers and the International Project Finance Association.

#### Kerri Crossen, Partner, Construction, Projects & PPP, Eversheds O'Donnell Sweeney

Kerri has vast procurement experience in a wide range of sectors, particularly in the area of construction, transport and PPPs. She advises both public and private sector entities on all aspects of procurement law and tender competitions. Kerri is a member of the Forum on Public Procurement and the Procurement Lawyers Association.