

Workshop 08/10/10 Registration

- Non-member of the Community Therapists Network £185*
- Member of the Community Therapists Network £150*
- Please provide your CTN Membership number:

Title:	First name:	Surname:
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Job Title:		
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Company:		
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Address:		
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Town:	County:	Post Code:
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Telephone:	Email:	
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I wish to book delegates to attend at £ each. Total = £

- I enclose a cheque for the total amount payable to Innervate Ltd
- Please invoice me for the total amount payable * Purchase Order n°:
* If invoice details differ to those above, please provide on a seperate sheet
- Please charge my debit/credit card for the total amount payable
- Delta Maestro Mastercard Visa

Name on card:

Card number: 3 digit security code:

Expiry date: Start date (Maestro): Issue n°. (Maestro):

Date: Signature:

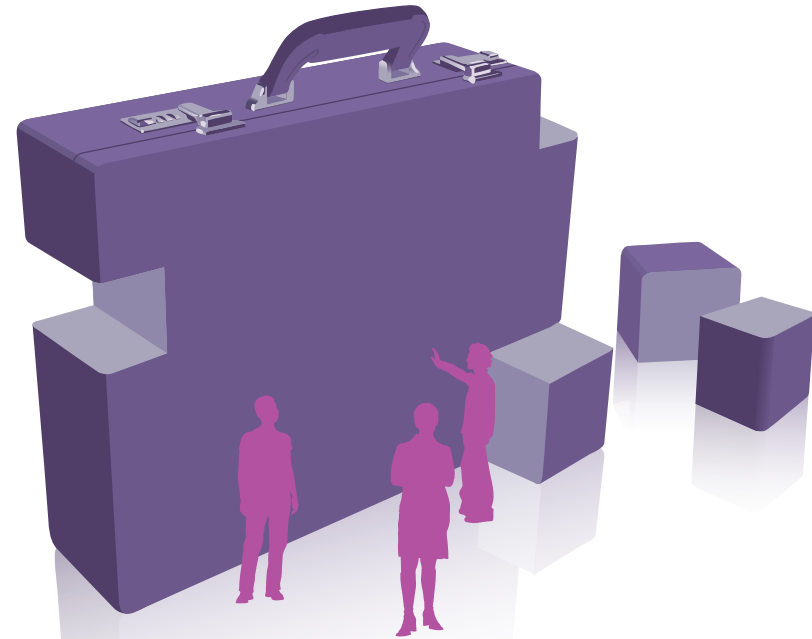
Special dietary requirements:

We may send you additional information on the services of the Community Therapist Network and its products. If you wish to receive information please tick this box:

Please return to:
**Community Therapists Network Secretariat, Innervate Ltd, 27 Fitzroy Square,
 London W1T 6ES or fax to 020 7760 7193**

Telephone: 020 7554 4044, email: info@communitytherapy.org.uk

www.communitytherapy.org.uk



**Competitive tendering
and business case
development
for community therapists**

**8th October 2010
 Aeonian Training Centre
 Shropshire House, London**

About the Workshop

This hands-on workshop aims to teach you the essential steps of competitive tendering and developing a business case to support a new service within the new commissioning environment. It will focus on explaining the various thought processes needed to help you and your colleagues respond to a tender and build a sound business case.

You will be put into teams and each team given time to prepare a 10-minute "pitch", during which to present a tender/business case. Help will be at hand to develop your presentation and each team will receive feedback on completing their pitch.

Key learning outcomes

Understand the commissioning process

Manage the bid/tendering process

Develop the operational model

Understanding costs

Risk/benefit analysis

Demonstrate value for money, equality and improved outcomes



Complete the booking form overleaf or visit the website for more details:

www.communitytherapy.org.uk/events.html

Workshop Facilitators

Daniel Mason

Strategy Manager, Sheffield PCT

Daniel Mason is a Strategy Manager for NHS Sheffield. He left school at 15 and began work in 'Criminal Records' at New Scotland Yard. After a varied and interesting career he became the first 'civilian' in the history of the Met to take a MBA. Since then he set up his own management consultancy business and has also worked in a variety of change management roles in large organisations such as DSG international plc, the multinational electrical group. Daniel has a good balance of commercial, strategic and operational experience and is currently leading a range of initiatives in Sheffield aimed at meeting challenging quality and efficiency targets.

Chris Ratcliffe

Director, CR Health Management

Chris Ratcliffe has worked as a Commissioning Consultant since 2008 following a 15 year career as a commissioner in the NHS and an 18 month secondment to the Department of Health. He has undertaken a range of PCT-based roles over the last two years, including implementation of the Transforming Community Services programme and providing strategic support to practice based commissioners. Previously, as National Project Manager for Community Information, Chris was responsible for leading the development of information systems and datasets to support quality and productivity improvement in community health services. He also worked on the currency and pricing framework for community services. Prior to his secondment to DH, Chris worked in a variety of NHS commissioning roles, including 18 months as acting Director of Commissioning in a PCT. He has led a number of major projects, such as the expansion of cardiac services across North Trent and has worked on many of the major policy initiatives of the last ten years, including patient choice, payment by results and practice-based commissioning. Chris has an MSc in Health Economics and Management and is a part-time lecturer in health economics and planning.