



Tuesday 24 July 2018

# Business Development Workshop

## Collaborative relationships and successful commissioning

### *For general practice and aged care teams*

As the general practice and aged care sectors evolve, there will be more and more opportunities to participate in innovative initiatives. This workshop aims to provide teams with the tools to navigate funding and tendering opportunities with Eastern Melbourne PHN and other government organisations, develop the capacity to form successful strategic partnerships, and acquire the tools to succeed in a tendering environment.

### Event overview

Join us for a workshop that aims to demystify the tendering process, and provide tools to build your capacity to develop collaborative relationships and become a successful provider.

There will also be opportunities to network with other potential collaborators in the sector.

This workshop will be presented by the firm Grant Thornton.

Learning outcomes include an understanding of:

- EMPHN commissioning opportunities for general practices and how to participate
- Developing strategic partnerships and consortiums
- Submitting effective responses to opportunities
- Understanding what's required of successful tenderers
- Key learnings from consortium and collaboration success stories
- Working with PHNs into the future

### Event Details

Date: Tuesday 24 July 2018

Venue: Manningham Function Centre  
699 Doncaster Road, Doncaster

Time: **6.30pm** Registration  
**7-9pm** Workshop

*Dinner will be provided.*

Parking: Available on-site

RSVP: Wednesday 18 July 2018

Registration:

[Register now](#)

Enquiries: Josie Terron 9046 0300 or  
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Grant Thornton

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**phn**  
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