



Tuesday 22 May 2018

Business Development Workshop

Collaborative relationships and successful commissioning

For general practice teams

As the general practice sector evolves, there will be more and more opportunities to participate in innovative initiatives. This workshop aims to provide general practice 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 22 May 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 16 May 2018

Registration:

[Register now](#)

Enquiries: Josie Terron 9046 0300 or
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Grant Thornton

FOR MORE INFORMATION
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