



SHARING IN GROWTH

Results driven. Results proven.



STAR EVENT THE FUTURE OF QUOTING AND BIDDING



OCT 23RD
10:00AM



**DERBY LEISURE
& EVENTS VENUE**

OUR EXPERTISE, YOUR PEOPLE

Join us as we explore the evolving landscape of bidding and quoting in today's business environment. We will dive into emerging trends in how buyers are reviewing proposals and discuss how to adapt your approach to meet these changing expectations. This event will include practical insights on staying competitive and ensuring your bids stand out. Through interactive breakout sessions, we'll focus on the real-world trends you've experienced and how you can strategically refine your future proposals. Our experts will guide the discussion, helping you take actionable steps to win more business in this dynamic marketplace.

GUEST SPEAKERS

WILL FEATHERSTONE

PROCUREMENT EXCELLENCE DIRECTOR
GKN AEROSPACE

ABOUT THE SPEAKER

Will is a senior procurement professional with over 20 years of industry and consultancy experience across global multisite high technology aerospace manufacturing businesses. He will be joining remotely with a colleague.

ABOUT THE ORGANISATION

GKN have 32 manufacturing locations in 12 countries, serving over 90% of the world's aircraft and engine manufacturers. Their products, systems, and services are integral to the vast majority of today's commercial and defence aircraft ranging from helicopters, business jets, passenger planes and advanced air mobility vehicles to state-of-the-art fighter aircraft.

MARK TAYLOR

MANAGING DIRECTOR
SHIPLEY UK

ABOUT THE SPEAKER

An engineer by background, over the past 20 years, Mark has worked with organisations both in the UK and internationally, supporting them in winning business in competitive and complex B2B and B2G markets to support their growth.

ABOUT THE ORGANISATION

ShipleY is an international consulting company that helps organisations win business through providing business winning consulting and training in the Shipley method of opportunity capture.

REGISTER HERE: sig-uk.org/events/star-day-business-development



AGENDA

- 10:00** Arrival and Refreshments
- 10:15** Introductions and Welcome
- 10:30** Trends in how buyers are reviewing quotes and bids – Will Featherstone, GKN Aerospace
- 11:15** Breakout Session: What trends have you experienced?
- 12:15** Lunch
- 13:15** How to adapt quoting and bidding to meet trends – Mark Taylor, Shipley UK
- 13:45** Breakout Session: How will you adapt you quotes and bids in the future?
- 14:45** Feedback Session
- 15:15** Close



THE COMPLETE BUSINESS TRANSFORMATION EXPERTS.

Our passionate team of growth and productivity specialists work with you to develop, inspire and improve every aspect of your organisation. The Sharing in Growth challenge and purpose is to accelerate your business growth and ultimately your bottom line.

