

# Health Innovation Hub Ireland Webinar Series



**Title:** Procurement for Start-ups and SMEs Part 2  
**When:** Friday, 27<sup>th</sup> November 2020 at 14:00 pm  
**Overview:** 14:00 - Webinar Begins  
14:05 - Welcome  
14:10 - Mike McGrath, ARVO Procurement  
14:25 - Amanda Craven, BWL Consulting  
14:40 - Questions and Answers  
**Register:** [Procurement for start ups and SMEs part 2](#)  
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Throughout this webinar, Mike, Founder of ARVO Procurement, will provide an overview and key principles of procurement while also providing a deeper understanding of the buyer's mindset and what they are looking out for. Amanda, Director at BWL Consulting and an experienced Bid Professional, will discuss the best approach to take and the process of writing a tender, providing tips and advice, what mistakes to avoid and what to learn from an unsuccessful bid to ensure your next bid is easier.