

The National
PROCUREMENT
Awards 2023

WINNER

Excellence in
Education & Training



QUALITY
ISO 9001:2015
NSAI Certified

Public Procurement Training

Open, in-house and certified



GREENVILLE
PROCUREMENT



Greenville Procurement

are the leaders in Public Procurement Training in Ireland. We offer a range of specialist training courses and support to procurement professionals to enable them meet rapidly developing professional demands. Our courses can be delivered on an open basis and also work with organisations to design in-house bespoke programmes delivered online, blended or onsite.



Jeanne Copeland

specialises in promoting compliance, best practice implementation and sustainable procurement strategies; providing clients and students with the confidence to push the boundaries and maximise the flexibility within the rules aligning fully with national and EU requirements. She promotes smarter and more professionally focussed procurement.



Michael Swan

has significant experience as a practitioner, lecturer and trainer in the procurement field. He applies his extensive consultancy experience with a practical student focused approach to training courses. He has the capacity to simplify the complexities of public procurement in a highly engaging and inclusive manner.



Maureen Siney

has held Procurement Manager roles in both the public and private sector as well as positions in Supply Chain Transformation. Maureen's approach to advisory and training services is to simplify complex procurement issues into clear, actionable tasks and plans to empower clients and drive quality and compliance.



Sean Mulroy

is a Procurement Consultant supporting on and in many cases leading out on the full range of procurement projects. He is the lead eTenders trainer sharing his expertise and experiences of the intricacies of the system for quotations, national and EU tenders.



Abby Semple LL.B Ph.D

is an international expert on the environmental and social impact of public procurement contracts. Abby has managed complex and strategic tenders on behalf of many public sector clients in Ireland, the UK and continental Europe and has developed policy and guidance at the EU level.



Introduction to eTenders

This programme will provide participants with the skills to use the eTenders website for the publication of national and EU notices to ensure fully compliant tender processes. It will explain in detail the various procedures and features of creating a CFT.

[Read more/book](#)



Advanced Public Procurement

This programme is designed to meet the requirement for participants to further their knowledge and expertise on the more complex nuanced features of the Public Procurement Regime, whether for the public sector or utilities.

[Read more/book](#)



Advanced eTenders

This programme will provide participants with the skills on some of the more complex aspects of the system; managing simplified processes (quotations/mini-tenders), establishing a DPS, opening tenders, off-line notification process and award notices, including awards for above 25k quotes.

[Read more/book](#)



Introduction to Public Procurement

This course is designed for participants who are new to the field of public procurement with no prior experience and wish to develop their knowledge and skills to enable them to operate effectively in a procurement or user department. [Read more/book](#)



Tender Evaluation and Regret Letter Workshop

This workshop will provide practical experience of completing an evaluation and an understanding of the risks to be managed in evaluation of tenders, the records to be kept, the content of compliant notification letters and the information required throughout the process. [Read more/book](#)



Contract / Supplier Management

This programme aims to equip participants with the tools to manage contracts. It will highlight the key risk areas to be managed in ensuring contracts run effectively. It will provide a comprehensive understanding of the Service Level Agreement (SLA) concept. [Read more/book](#)



Understanding Public Procurement Rules

A detailed analysis of the requirements of the Public Sector Directives and the corresponding Irish regulations. It reflects development in national and EU regulation, jurisprudence, Green and sustainable procurement and up to the minute industry insights. [Read more/book](#)



Developing Robust Specifications

The specification is the single most important component in procurement. This workshop will provide delegates with the tools to construct a procurement which facilitates innovation and enables effective specification writing. [Read more/book](#)



Managing a Full Open Tender Process

Get equipped with the knowledge to confidently assemble a comprehensive set of procurement documents for the operation of an effective procurement, suitable for compliant operation of an award process which fully meets audit requirements. [Read more/book](#)



The Competitive Procedures - Negotiation and Dialogue

Understand and gain confidence in when and how to apply the competitive procedure with negotiation or the competitive dialogue by considering project-specific risks and nuances. [Read more/book](#)



Sustainable Series

Practical Steps to a Socially Responsible Public Procurement

Learn more about how social procurement is becoming an increasingly important feature of procurement and explore how social enterprises and social value is being realised through public procurement. [Read more/book](#)



Sustainable Series

Practical Steps to Green Procurement

Gain insight into the latest policy, legislation and criteria as well as tried-and-tested approaches which are delivering results. The programme will specifically address the needs of the new Circular 17/25. [Read more/book](#)

All courses available in-house

Greenville Procurement can provide all of our standard programmes as in-house customisable programmes whether via hourly slots, ½ day sessions or full day programmes.

Other courses

Additional topics which can be provided include:

- Framework agreements – establishment and operation
- Dynamic purchasing systems – establishment and operation and use of Panels based on similar tools for Title III Services.
- Article 32 Derogations and Article 72 Modifications – do's and don'ts
- Quotations and mini-tenders
- Life-cycle Costing and Carbon Accounting in Procurement
- Utility specific procurement processes
- Using and operating under the Defence & Security Directive



Certificate in Public Procurement (Institute of Public Administration – IPA)

The Certificate provides a comprehensive introduction to public procurement and focuses on best practice procurement in the public sector including in terms of sustainable procurement and the achievement of value for money. [Read more/book](#)



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