

Programme

LAW EUROPE SEMINAR HOW TO BE A BETTER BIDDER

10.00 – 17.30 hours

09.45 – 10.00 Registration

10.00 – 11.00 Introduction, client's drive for tendering, general perspective from the client's angle. International tender for legal assistance regarding grass roots construction work (Case no 1)

11.00 - 11.10 Coffee break / individual feed back

11.10 – 11.50 Three cases: International IT outsourcing, Dutch M&A and Irish liquidation of companies (No 2, 3 & 4)

11.50 – 12.00 Coffee Break / individual feed back

12.00 – 12.45 Three cases: Dutch IT outsourcing, Spanish M&A, Romanian M&A (No 5, 6 & 7)

12.45 – 13.30 Sandwich / salad lunch / individual feed back

13.30 – 14.20 Three cases: International communication law, subscription to three years' legal assistance in France and Dutch bankruptcy litigation (No 8, 9 & 10)

14.20 – 14.30 Tea break individual feed back

14.30 – 14.45 Experience of a company. Drs Toine van Bijsterveldt.

14.45 - 15.10 Two cases: Polish retail network and Belgian revolving credit

15.10 – 15.20 Tea break / individual feed back (No 11 & 12)

15.20 – 15.35 Experience of a company, John van den Buijs Esq. on an international tender regarding intellectual property rights (No 13).

15.35 – 16.10 Two cases: Dutch / International Corporate Restructuring and Ukrainian real estate (No 14 & 15).

16.10 – 16.20 Tea break / individual feed back

16.20 – 17.00 The last three cases (No 16, 17 & 18) Retaining a Paris based law firm for one of the largest companies in the world, LNG contracting in North-western Europe and IP work in the UK.

17.00 – 17.30 Q & A. Share your own experiences with your colleagues and make suggestions for improvement of the tender process.

Target Audience

Only attorneys or representatives of law firms which have been selected as pre-qualified bidders on short/long-lists of companies that have tendered legal work via the benchmarking process of Legal BenchMarket International, will be admitted to this seminar.

Course Material

To give you an opportunity to be optimally prepared, we will send you by email the course material before the seminar dates.

Venue

The seminar will be held in Leiden at the offices of Teekens & Goedkoop.

Payment

Eur 2200 plus VAT on ING bank account no. 66.98.30.151 of Legal BenchMarket International B.V..

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