

# Doing Business with Social Enterprises

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- What procurers look for from Delivery partners - Tenders
- What we are *not* looking for
- How to best present yourself in bids
- Compliance
- Winning Public Sector Contracts
- CompeteFor
- Questions

# What procurers look for from Delivery Partners

- An understanding of our requirements
- High quality and well thought proposals – easy to evaluate
- Previous experience relevant to the contract
- Clear cost proposals – no “hidden charges”
- Innovation and creativity in bid submissions
- Challenge our thoughts
- Greater Partnerships arrangements

## What we are not looking for

- Untidy messy and rushed bids
- Bids that do not follow set criteria and layout
- Non – Compliant bids – missing information
- References to other companies – copy and paste

# How to best present yourself when bidding

- What sets your organisation apart from the others
- What added value will you bring to the contract
- How will contracting with you be different from other providers
- Be specific about how you will deliver this potential contract
- Cover all aspects of the specification – do not make assumptions it is not a CV

- Difficult but not impossible – more is being done
- EU (OJEU) obligations
- Various portals
  - [www.supply2gov.co.uk](http://www.supply2gov.co.uk)
  - [www.competefor.com](http://www.competefor.com)
  - <http://simap.europa.eu>
- Have the correct policies and procedures in place
- Organisations to help you become “business ready” Business Link/Supply to London
- Joint (consortia) bids/tenders
- LDA Review of processes and thresholds

- Adherence to EU & Local Procurement Rules
- Need to be Open and Transparent
  - More challenges
  - Increased scrutiny
  - Reducing budgets
- Recognition of lengthy process and documentation
- More collaboration across sector

- LDA annual funding £400M
- Currently 600+ live projects
  - Access to Finance
  - Affordable Child Care
  - Example we've used CompeteFor for the pre-assessment stage of a series of projects totalling up to 24.5million, under the European Structural Funds (ESF) Programme 2007 – 2010.
- Commissioning Models
  - Reduced projects
  - Larger funding streams
  - Lead Boroughs
- More information at: [www.lda.gov.uk](http://www.lda.gov.uk)

- Have you heard of it
- Registration is quick and easy -Determines if you are “business ready”
- If you’re not support is at hand – Business Link
- LDA have committed £170M of contracts year on year
  - the construction of a community centre in East London
  - contracts for training and outplacement services
  - contracts for consultancy services
  - Pre-assessment stage of a series of projects totalling up to 24.5million, under the European Structural Funds (ESF) Programme 2007 – 2010.
- So what is it?



London Business Network

giving London businesses unique access to London 2012 opportunities

Helpdesk: 0845 2177804



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#### 2012 OJEU OPPORTUNITIES

View details of current OJEU opportunities



## London Business Network



**To apply for London 2012 opportunities, your organisation's Business Profile must be published. If it is not already published please [complete your full business profile](#) and submit it for publication. You can check your publication status on the [Publish Tab](#) of your Business Profile. If you are published then set-up your Email Alerts to receive emails about new opportunities.**

The London Business Network is an organisation that helps the capital's business community take advantage of opportunities arising from the London 2012 Olympic and Paralympic Games.

The organisation provides businesses with information and access to procurement opportunities posted on CompeteFor. It also acts as a channel to the wider economic benefits and commercial opportunities for companies who may not be bidding for contracts directly relating to the Games, but who are interested in making the most of the events to grow their business. This includes information dissemination, [networking events](#), and business development. It is the principal organisation that London 2012 will work with to engage the London business community.

The London Business Network is working hand-in-hand with [Business Link in London](#) to ensure that Games-related opportunities are maximised by London businesses. Business Link in London can provide the relevant support to help you build your CompeteFor business profile and maximise your chances of winning contracts.

**To apply for contract opportunities advertised on CompeteFor, you must have registered, completed and published your full business profile.**

**To be automatically matched with contract opportunities suitable for your business, set your email settings in My Account.**

[Complete and publish your full business profile](#) to be notified of and apply for London 2012 supply chain opportunities.



High-value London 2012 opportunities must be advertised in the Official Journal of the European Union (OJEU).

## What's CompeteFor?

### CompeteFor is..

- .. part of the London 2012 Business Network offer.
- ..a website, designed to publicise new business opportunities within the London 2012 supply chain and to diversify that supply chain.
- ..like an 'online dating agency', matching buyers in the supply chain with potential suppliers and enabling shortlisting.
- ....designed for both private and public sector buyers.
- ..designed to signpost UK businesses towards existing local business support, such that they may increase their capacity and expertise.
- ..managed by the London Development Agency; funded by all UK regions and devolved administrations.

### CompeteFor is not..

- ..like a 'marriage bureau' (e-tendering tool); it is designed to sit in front of buyers' existing procurement processes and systems.
- ..designed to break up existing supply chains.

## What are the benefits of CompeteFor?

- For the Buyer:

- A measurable way to achieve responsible procurement objectives relating to use of:
  - SMEs
  - Local businesses
  - Diverse-owned businesses
- A ready solution to the challenge of open, transparent direct procurement
- The ability to cascade open, transparent procurement (and other values) down the supply chain
- Access to a huge supplier base resulting in potential for value-for-money and innovation due to keen competition for opportunities
- Significant efficiency savings, due to semi-automated supplier shortlisting

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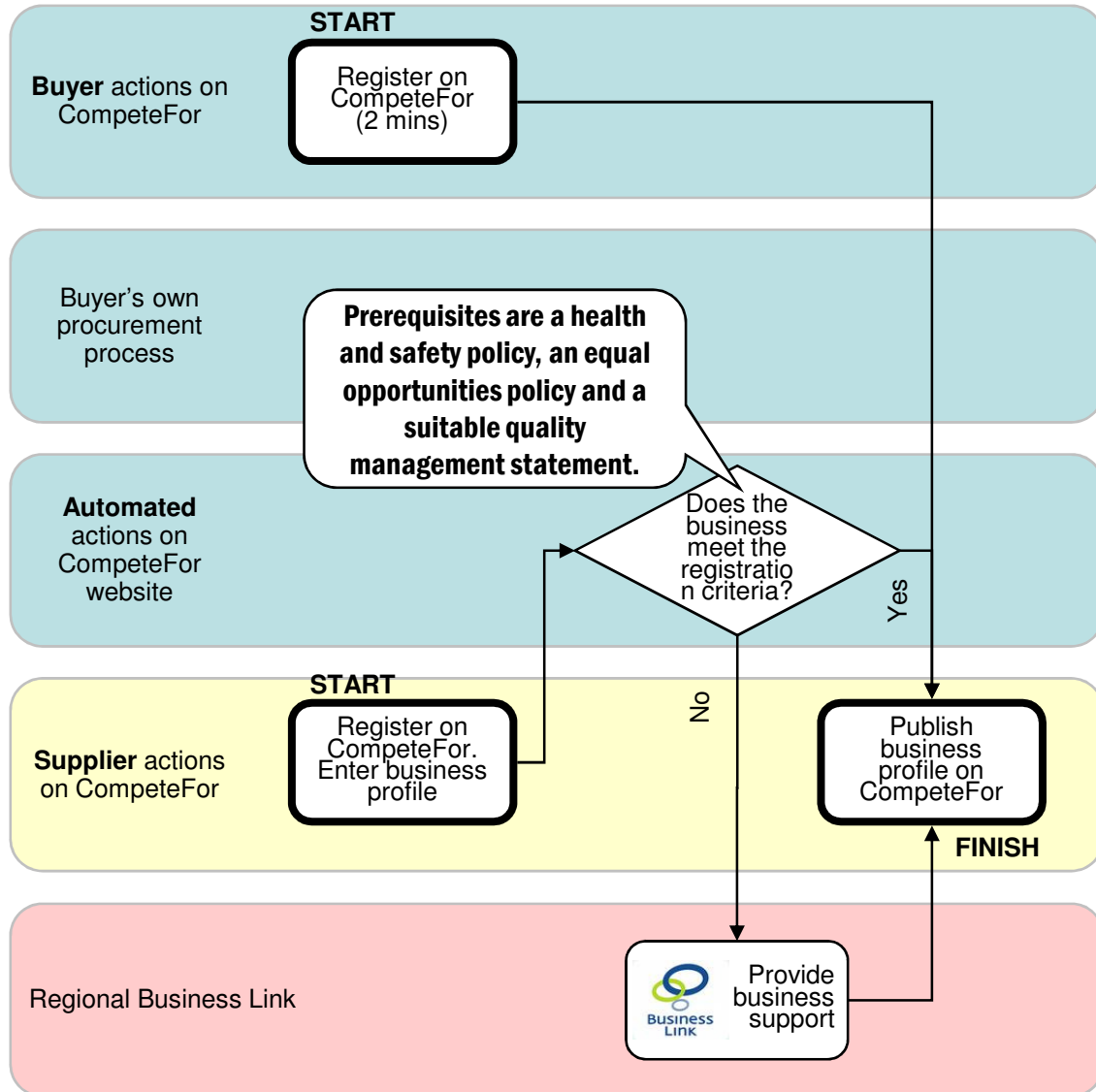
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- For the Supplier:

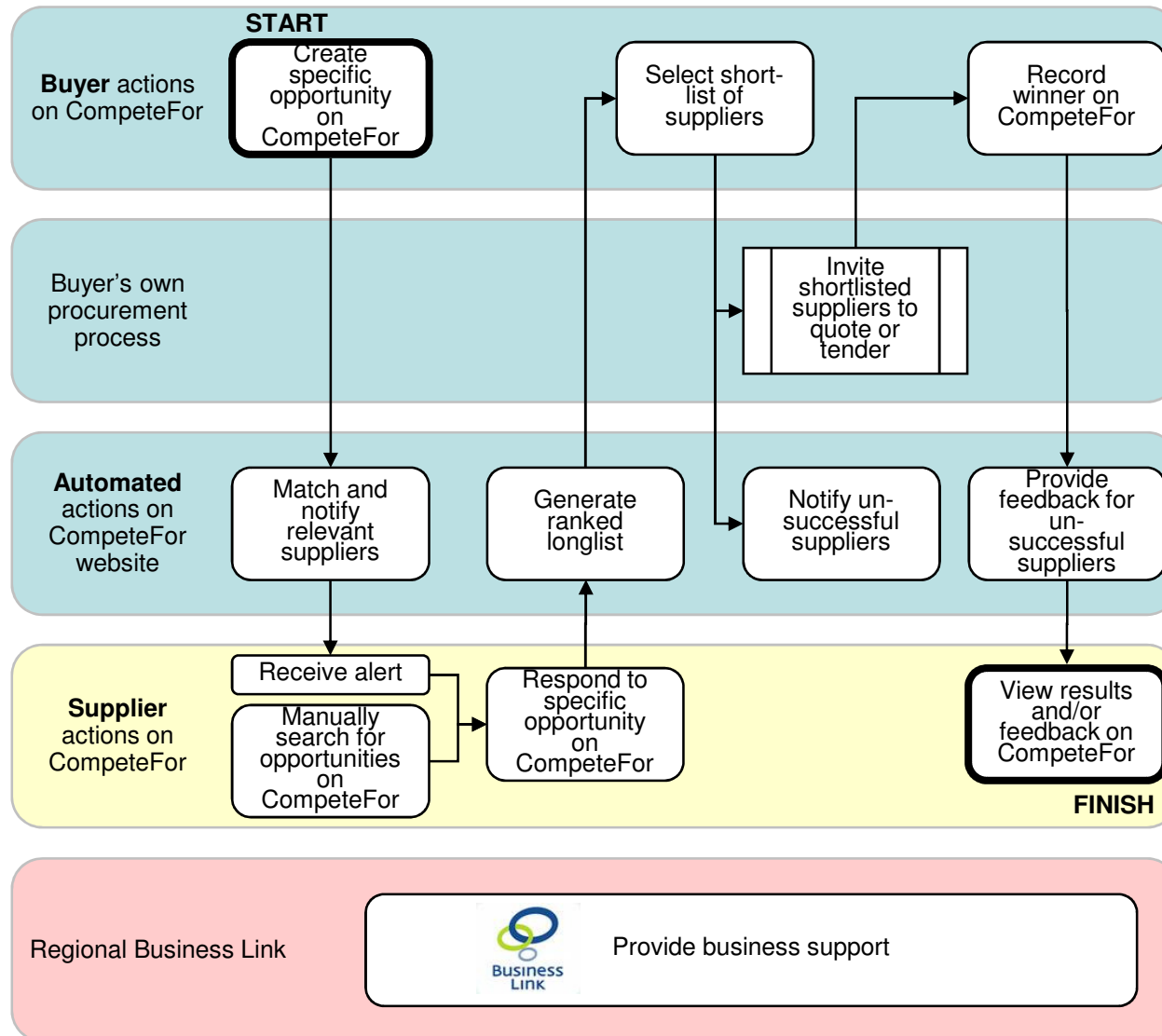
- Reduced administrative burden at pre-assessment stage, as
  - Significantly lesser time required to complete PQQ
  - Documentary evidence of PQQ responses required **ONLY** if short-listed
- Direct links to LDA business support programmes (e.g. Business Link, Supply London) to enable supplier to become 'Fit-to-Compete'
- Free access to 100s of contract and partnership opportunities from other both public and private sector buyers.
  - Over 600 business opportunities published from the ODA, LOCOG, LDA, TfL, Balfour Beatty, Edmund Nuttall, Sir Robert McAlpine, Skanska, etc
- Single, online portal to identify/attract potential partners for applying for larger value contracts
  - Over 500 suppliers register on CompeteFor every week

# How it works: buyer and supplier registration



- Registration is a one-time process
- Suppliers must publish a business profile and sign up for email alerts
- Takes around 45 minutes
- Suppliers who don't meet the business readiness criteria are referred to their local Business Link

# How it works: business opportunities



- Process occurs every time a buyer posts a specific business opportunity
- Suppliers respond to a shortlisting questionnaire created by the buyer for the specific opportunity
- CompeteFor automatically evaluates suppliers' responses to generate an anonymous, ranked longlist
- The highest scorers are shortlisted

## What are people saying?

THE SUPPLIER: "CompeteFor is a vitally important tool for us to access the London 2012 supply chain and grow our business. Since registering on the website we have been notified of relevant contract opportunities and applying for them is as simple as a few clicks of a button. I am really impressed by how easy it is"

First SME to win a contract through CompeteFor

"London's small businesses deserve an environment where they can realise their full potential and where it is more rewarding to do business. CompeteFor is doing just that.... This is exactly the style of procurement that my team and I are committed in developing to make it easier for small businesses to work with the GLA group and stakeholders, now, for the 2012 Games, and beyond."

Boris Johnson, Mayor of London

Thank You

Questions?