



enterprise europe



Business Support on Your Doorstep

SMEs in the UK & Procurement

Toni Saraiva – EISC Ltd / Enterprise Europe Network



The Enterprise Europe Network

600 offices in 50 countries



SMEs in the UK

Business in the UK	4.8 millions
SMEs	4.79 Millions (99.9%)
Employment in SMEs	14.1 Millions (59.1%)
Turnover from SMEs	1.5 Billion GBP(48.8%)
907 000 in Construction Sector	806 000 in the London Region 768 000 in the South East Region



Procurement in the UK

- Total around 220 Bn GBP per year

SMEs in the UK and procurement

- $\frac{3}{4}$ SMEs rarely or never bid
- Over $\frac{3}{4}$ SMEs believe there are barriers (complexity, information, bias on big companies, large contracts, unrealistic requirements, too long to bid)
- 83pence in every 1 Pound spent with local business is going back to the local economy



UK Government Commitment

- Crisis = savings needed
- Tackle waste and control public spending
 - Lean procurement



Early results with procurement

- Savings £ 3.75bn in first 10 months
- 2011-12 saved another £ 5.5bn
- 2012-13 saving of £ 10bn



Across all Public Sector spend with SMEs

- 24% in the UK
- 44% in France
- 52% in Germany



Direct Spending with SMEs Government level

- 6.5% in 2009/10
- 13.7% in 2011/12
including indirect: 14.5%

Hampshire County Council spend

	2007/08	2008/09	2009/10
Hampshire	54% (£310m)	55% (£335m)	55% (£352m)
South East Region	71% (£408m)	75% (£457m)	74% (£474m)
SMEs	54% (£310m)	63% (£384m)	60% (£385m)



UK Government and Businesses

Pro-business Government:

“make the UK the best place in Europe to start, finance and grow a business”



UK Government and SMEs

Coalition Agreement - 2010

- 25% of Government procurement to SMEs
- Simplifying access



Crown Representatives

- Webinars
- Case Study
- Engagement with stakeholders
- Speak with main contractors
- Websites



Websites

- Government Procurement Service
- Contracts Finder
- Single Supplier Registration Platform



How to compete for government business

Help for SMEs

Register for future opportunities

Respond to a tender

Procurement pipeline

Procurement updates

Supplier industry days

Current supplier search

Supplier guidance & supporting information

Management Information

Supplier News

How to compete for government business

There are several ways to ensure you are alerted to opportunities to compete for government business.

We recommend that you register with [Contracts Finder](#) and [Tenders Electronic Daily](#) (TED) and register for alerts relevant to your business area. All public sector tenders over £10,000 can be viewed on Contracts Finder, which is automatically updated every weekday night with new notices published in Tenders Electronic Daily (TED) - the online version of the supplement to the Official Journal of the European Union (OJEU). These include almost all public sector contracts over thresholds set by the European Union (EU) which means you can search Contracts Finder for higher-value opportunities, as well as lower-value tendering opportunities.

To respond to any of our procurement opportunities you must also register on our [eSourcing tool](#). Our latest procurement opportunities can be viewed [here](#).

Once a procurement has been completed, additional suppliers cannot be added to the framework. However, it may be possible for you to sub-contract your services to suppliers on existing Government Procurement Service framework agreements. You can view all existing suppliers [here](#). Please contact the supplier directly in order to discuss potential sub contracting opportunities.

Additionally, Dynamic Marketplace is an online open marketplace, specifically for low value, less complex procurements. You can advertise your capability to supply goods or services on a national or regional basis. [Register for Dynamic Marketplace](#).

If you have any questions please contact supplier@gps.gsi.gov.uk.

[Contracts Finder](#) > Welcome

WELCOME TO CONTRACTS FINDER

CONTRACTS FINDER LETS YOU SEARCH FOR INFORMATION ABOUT CONTRACTS WORTH OVER £10,000 WITH THE GOVERNMENT AND ITS AGENCIES.

NOTICES ADDED YESTERDAY

70

GET EMAIL ALERTS



FIND OPPORTUNITIES

within miles of

[Advanced search - search by CPV or by Buyer](#)

Search >

SEE WHAT IS BEING BOUGHT BY GOVERNMENT

Documentation for all procurements valued at over £10,000 is stored on Contracts Finder for public viewing as part of government's transparency commitment.

[Advanced search - search by CPV, by buyer or by awarded supplier](#)

Search >



SEARCH FOR LIVE OPPORTUNITIES

Find contracts that you can bid for - from government departments and agencies, and their prime contractors. Search by keyword, value, location and more.



SEE WHAT'S IN THE PIPELINE

Contracts Finder now has details of the potential opportunities over the next few years. This can help you prepare for opportunities that might be advertised in the future.



DATA FEED AVAILABLE

You can download summary information about published documents in XML or CSV format. The data is updated every night.

Text in Contract Notices

Section VI: Complementary information

VI.1) **Information about European Union funds**

VI.2) **Additional information:**

The contracting authority considers that this contract may be suitable for economic operators that are small or medium enterprises (SMEs). However, any selection of tenderers will be based solely on the criteria set out for the procurement, and the contract will be awarded on the basis of the most economically advantageous tender.

SME Procurement Champions

Working area	Champion(s)
GPS SME Lead	Dale Harris
Professional Services (consultancy and contingent labour)	Mike Stevens
Professional Services (health)	Mike Rice
Property	David Wharton
Office Solutions & Print for Central Government	David Henderson
Energy	Sheila Thomas
ICT	Suzanne Edge
Fleet	Rachel Hughes
Travel	Rachel Colley
Customer Relationship Management	Rod Peters and Rose Hines
Communications & Office Solutions	Claire Murray



Mystery Shopper

After 1 year of activity

- 150 cases submitted
- 110 closed with 75% positive results

Actions taken / Results

- Greater visibility of the opportunities
- Procurement process is faster, less bureaucratic
- PQQ abolished for low value Government contracts
- More e-auctions
- Break down lengths and sizes of contracts
- Opening supply chains (competefor style and payment)
- Driving innovation



SMEs, Innovation & procurement

- SMEs action plans in departments
- Innovation action plans
- SBRI



CabinetOffice

Innovation Launch Pad

[Home](#)[How it works](#)[News](#)[Top Proposals](#)[Frequently Asked Questions](#)[Register for updates](#)

Congratulations!



Adinfa, Becrypt, Cambridge
Temperature Concepts, CatN, Health Analytics,
HotDocs, Learning Pool, MyWorkSearch and Software Europe

FIND OUT
how it works

VIEW
the proposals

READ
the latest news

Through the **Innovation Launch Pad**, Stephen Allott, the Crown Representative for SMEs in the Cabinet Office, invited SMEs to pitch their business proposals for products and services to deliver better value for money for Government. At the end of the submission phase in April, SMEs had submitted a total of 351 proposals. The aim was to stimulate new, open competitions in Government markets in which SMEs will be able to participate.

Stephen asked civil servants from across Government to help choose the best proposals from all those submitted. The results were then analysed to identify the proposals to be taken to the next stage. After intensive mentoring from a team of senior business leaders such as Sherry Coutu, Andy Richards, David Cleevly, Mike Lynch, Jon Moulton and several others, nine SMEs were invited to present their proposals at a Product Surgery in Whitehall on 19 July. The nine were selected as exemplars of the innovation and value that government can get from SMEs. The Cabinet Office is extremely grateful to Sherry Coutu and all the mentors who volunteered to support this initiative.

Click on the news button for more information. To find out more about the Crown Representative for SMEs, click [here](#)



Solutions Exchange

- Free of charge way to pitch innovative ideas
- Interactive online forum
- Divided into Challenges & Themes



Future Directives

- Early transposition plan
- Blended learning
- Stakeholder engagement



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Thank You for your time!

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