



www.finditinbirmingham.com

Welcome to finditinbirmingham's breakfast meeting

'Opportunities with Contracts Finder'

Thursday 1 December 2011

Stuart Horton

Project Manager at finditinbirmingham



www.findit in birmingham.com

Opening Government Opportunities to SMEs

Siobhan O’Keeffe & Ian Sears

1 December 2011

December 2010, SME Issues - Comments from No.10 online consultation

- There are a myriad of ways in which I can get told about Public Sector opportunities (a problem in itself) but of course for the juiciest contracts then I have to pay some money to find out about them. It might not be significant but there are so many of them that overall the costs add up.”
- “Why is this information not freely available?”
- “Why is it that not all opportunities in each location are on the one and the same system?”
- “If contract opportunities are more openly available then the likelihood of competition increases which inevitably will reduce cost.”
- “When contracts have been awarded it is difficult to find the information of who has won, if you want to offer yourself as a subcontractor. Public bodies should be obliged to publicise the results of all open tenders (not just OJEU) in good time.”

The Prime Minister's speech on 11 February 2011

“Today, we are announcing big changes to the way government does business.”

“No one should doubt how **important** this is.”

“It's important for getting to grips with our deficit – as it will help us tackle waste **and control public spending.**”

“...the system doesn't encourage **small and medium-sized businesses**, charities and social enterprises to compete for contracts...
...the very firms who can provide the competitive pressure to **drive down costs.**”

“.... wherever possible, we're going to **break up large contracts into smaller elements, so that SMEs can make a bid** and get involved”



Progress since 11 February

- Introduced the SME Crown Representative for SMEs
- Made it easier to find opportunities to do business with us
- Reformed the procurement process – ‘levelling the playing field’
- Given SMEs new channels to communicate with us
- Focused departments on getting full value from SMEs in order to reach the 25% aspiration

The Pre Qualification Process has been overhauled

- PQQ eliminated for sub-threshold opportunities in 15/17 departments
- Where used, PQQ is now standardised and simplified
- Insurance requirements moved to a condition of contract

“Consultancies will also no longer need to show they have experience of working for the public sector in the past – a requirement that has nonplussed many small companies looking to secure Whitehall work for the first time.” The Telegraph, 24th Nov

How we are engaging with SMEs

- SME Panel established, consisting of 25 SMEs.
- Meets with the Minister for the Cabinet Office, Francis Maude and senior government officials.
- Formed to enable SMEs to feedback directly to Cabinet Office on the progress of the SME Programme.
- The SME Panel has set up three Working Groups:
 - Contracts Finder
 - SME Consortia bidding
 - New Suppliers

Contracts Finder

- One place for public procurement opportunities & documents
- Covers key stages of the procurement lifecycle
- Flags opportunities suitable for smaller businesses (and VCS with effect from 28th November)
- Open –no login for info & most features
- Modern – features familiar to users of eBay/Amazon
- Automated feeds – will limit manual entry

Published Documents

- 1284 low value opportunities
- 2483 tenders (1268 SME friendly)
- 3855 contracts (1571 Awarded to an SME)

1183 live opportunities (inc 119 low value)

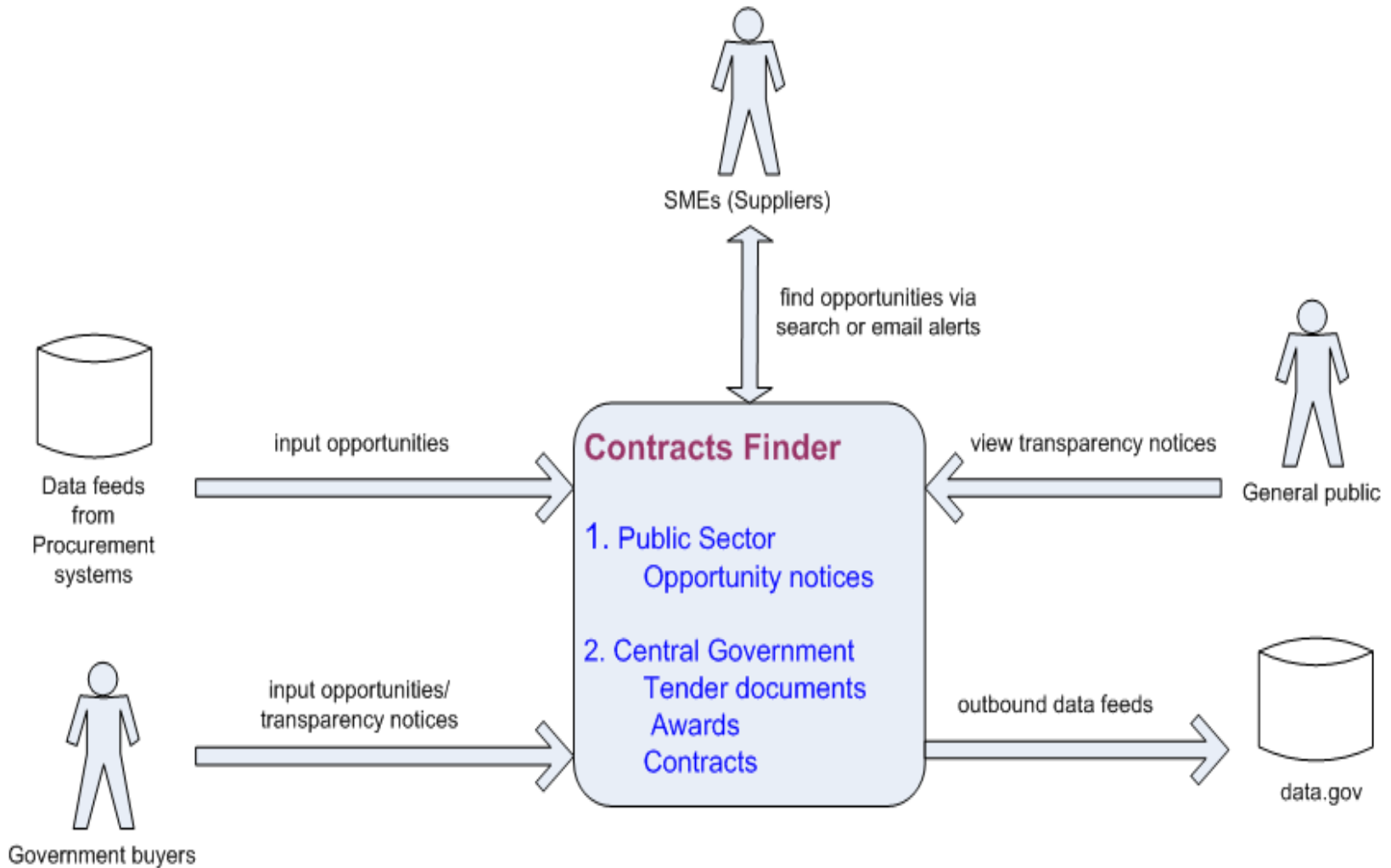
The screenshot shows the Contracts Finder website. At the top, there is a navigation bar with the Business Link logo, the text 'CONTRACTS FINDER', and links for 'Welcome', 'My profile', 'Advanced search', 'Find suppliers', 'Find buyers', and 'Help and resources'. Below the navigation bar, the main content area is divided into several sections. On the left, there is a 'WELCOME TO CONTRACTS FINDER' section with a list of features: 'Find live opportunities', 'See tender and contract documentation', and 'Find out who a contract was awarded to'. To the right of this section is a 'NOTICES ADDED YESTERDAY' box showing the number '26' and a 'GET EMAIL ALERTS' button with a right-pointing arrow. Below these are two search boxes: 'FIND LIVE OPPORTUNITIES' and 'SEE WHAT IS BEING BOUGHT BY GOVERNMENT'. Each search box has a text input field, a 'Search' button, and a link for 'Advanced search - search by CPV or by Buyer'. Below the search boxes are three columns: 'SUPPLIERS' (with a right-pointing arrow), 'BUYERS' (with a right-pointing arrow), and 'PUBLIC' (with a right-pointing arrow). Each column has a brief description of the service. At the bottom of the page, there is a footer with links for 'Sitemap', 'Feedback', 'Copyright', 'Terms and Conditions', 'Privacy Policy', 'Accessibility', 'Help with PDF files', and 'Data feeds'.

Approx 90,000 page view per week

Approx 7500 email alerts per day

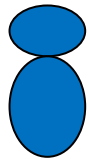
- 23009 registered users (public & suppliers)
- 393 registered Buyer Groups
- 1635 individual buyers

Contracts Finder - solution



Advertising Opportunities

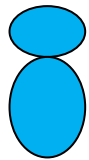
The pathways to publication



Opportunity over OJEU threshold and published on TED



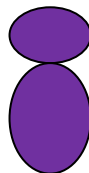
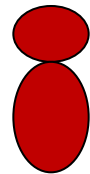
Interoperable link will ensure that these opportunities are available on contracts finder



Below threshold opportunity procured using an e-solution



Interoperable link being developed by e-solution providers/in-house developers.

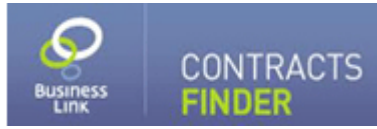


Below threshold opportunity procured using paper based processes

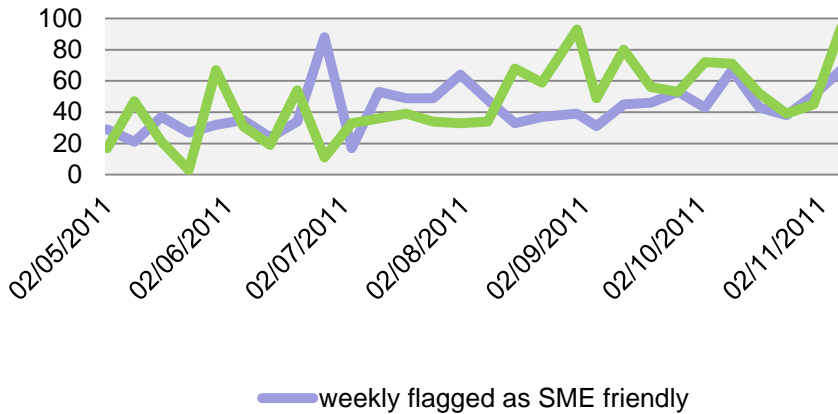


Update Contracts Finder with advertisement details

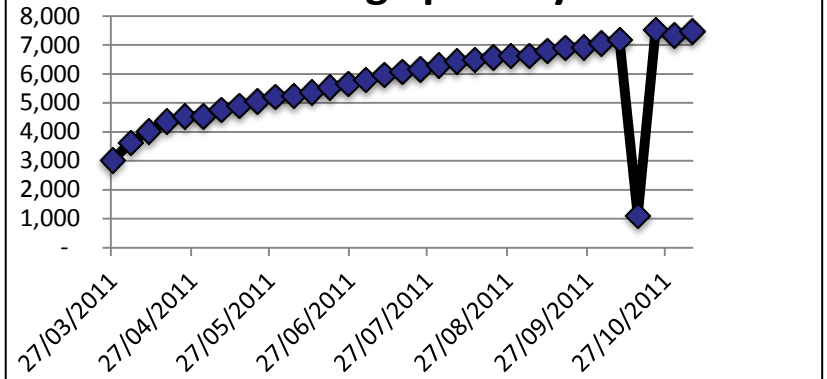
Progress



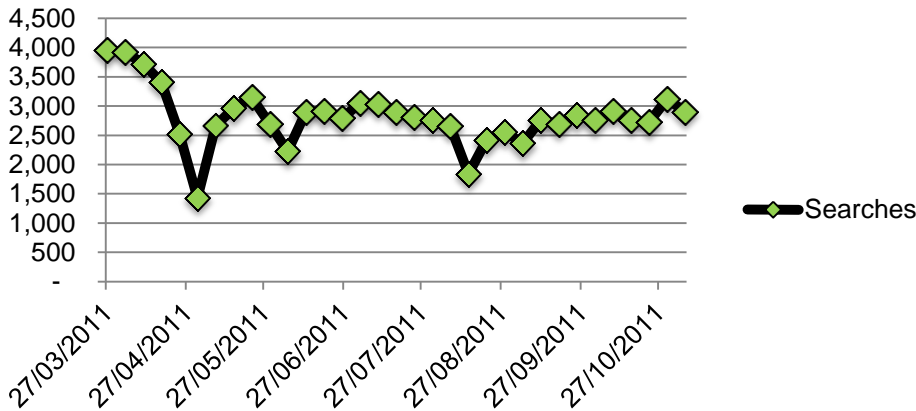
Number of notices with SME flag weekly trend



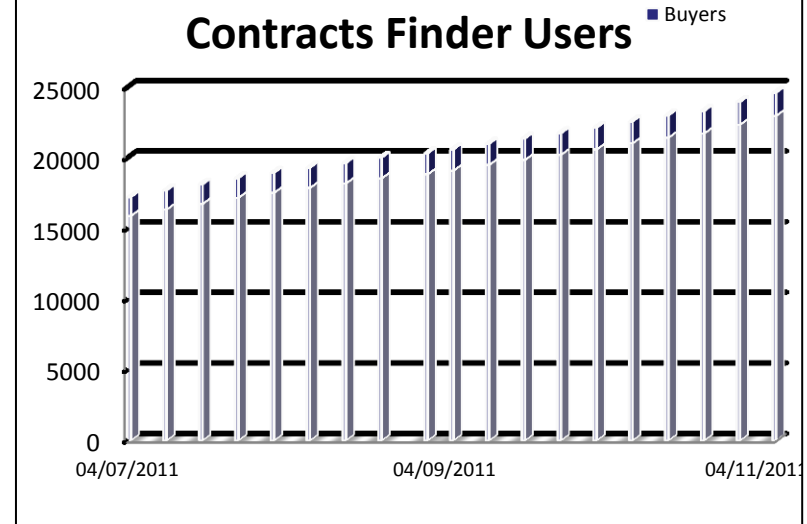
Contracts Finder Daily Alerts average per day



Contracts Finder Searches average per day



Contracts Finder Users



Making Contracts Finder data available

- All documents published on Contracts Finder can be opened and downloaded
- Summary information is available for re-use for social or commercial purposes
- The data can be downloaded as a simple list of all documents suitable for the general user or as an xml feed for advanced users
- @ukgovcontracts - a Twitter feed for IT contracts was winner of “Best use of data/Best commercial sauce” award the first LinkedGov hack camp
- Contracts Finder was also given a good rating for having a license agreement and for being in XML.
- The new data.gov.uk site has a page showcasing Contracts Finder data

	A	B	C	D	E	F	G	H	I	J	K
1	Data	Contracts Finder - Simplified List									
2	Published	10 Feb 2011									
3	Format version	1									
4											
5	Organisation Name	Contract Title	ValueMin	ValueMax	DatePublished	Nature Of Procure	Contact Email	ReferenceType of Ni	NumberOf	URL	
6	Arts Council England	Dancing for the games	22000	22000	22/10/2010 00:00	ProcurementOfAN	Sean.Stevenson@ar	ACE-2010- Published	2	http://ww	
7	Arts Council England	Performance management	20000	20000	23/12/2010 00:00	ProcurementOfAN	Sean.Stevenson@ar	ACE-2010- Published	2	http://ww	
8	Arts Council England	Emerging artists with diverse p	18000	18000	23/12/2010 00:00	ProcurementOfAN	Sean.Stevenson@ar	ACE-2010- Published	2	http://ww	
9	Arts Council England	Wide Area Network Connectiv	240000	240000	23/12/2010 00:00	CompetitionAsPar	Sean.Stevenson@ar	ACE-2010- Published	1	http://ww	
10	Arts Council England	Performance management	36150	36150	08/02/2011 00:00	ProcurementOfAN	Sean.Stevenson@ar	ACE-2010- Published	4	http://ww	
11	Arts Council England	Performance Ma									
12	Arts Council England	Creative Econo									
13	Asset Protection Ager	Kreab & Gavin A									
14	BIS	Framework agre									
15	BIS	Market data for									
16	BIS	Management an									
17	BIS	Framework agre									
18	Bristol and Weston NI	Vagus nerve stit									
19	British Library	Internal Audit St									
20	British Library	Business Travel									
21	British Library	British Library L									
22	British Library	Executive Search									
23	British Library	Health Awarene									

- <NOTICES>
 - <NOTICE>
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data.gov.uk
Opening up government

Business Link Contract Finder

Contracts Finder is a free new service for businesses, central government buyers and the public. It is now the main source of government procurement opportunities with a value greater than £10,000.

Business Growth

Contracts Finder enables businesses to identify open contracting opportunities with government, in order to help them win new business and grow.

Transparency

Contracts Finder displays notices related to closed tender and contract information, providing greater transparency by showing the public how the government is spending money.

Feedback

“A small Manchester based ICT supplier told me yesterday that “the new Contracts Finder is excellent. We use it a lot.”

Stephen Allot,
Crown Representative : Smaller suppliers

a very useful tool to advertise lower value contracts
Procurement Manager
Hampshire County Council

“Incidentally, some positive feedback, yesterday I found a tender that I was interested in on the Contracts Finder website that I had not seen anywhere else (and would not have found even if I knew where it was), so it is beginning to work!”

Tim Richardson
PDAIP London

“We’ve found the service really refreshing to see – it’s easy to pick up and is already giving me valuable insight in how to develop my business to better service the public sector”

Ben Cook, Strategic Marketing Ltd



lilpinkbucket Rebecca

@BusinessLinkGov Finally had chance to sign up for Contracts Finder , loving the simplicity of it - so refreshing!

4 minutes ago

Cabinet Office’s new “IT asset and service knowledge base” is being built by an SME – who found the opportunity on Contracts Finder
Mike Collier CDS

14 responses to open tender procedure - 7 valid tenders received by deadline - contract awarded to small company from Norwich that had not worked for us previously

Kings Lynn and West Norfolk



policyworks Matthew Green

@BusinessLinkGov Hi - thanks for emailing me. Really impressed that you followed up so quickly :)

48 minutes ago

Mystery Shopper

From Launch 100 cases

70 Resolved

Cabinet Office action leading to direct changes in procurement in 80 per cent of cases.

From July to September

- 14 new Mystery Shopper cases resolved
- 85 per cent of cases (12) resulted in either immediate or future changes to the tender
- pre-qualification questionnaires (PQQs) are still the most common issue (5 out of the 14 cases), followed by unfair disqualification on financial pre requirements (2)
- of the two cases that did not result in action, one was resolved without Cabinet Office intervention and the other tender was investigated and found to be sound

procurement for 'Leadership Development Services' was raised as an example of a tender process not being SME friendly. It was an extensive PQQ (38 pages - 163 pieces of separate information) for a £90k contract

Result - to use the simplified Cabinet Office PQQ for future procurements

A supplier challenged the PQQ questions and scoring relating to levels of turnover and insurance for a contract for Bailiff Services, as he believed they penalised SMEs.

Result - withdrawn the PQQ and re-issued a revised version to all suppliers

Just Launched

End November

- Revised User Journeys
 - Doing business with government
 - See what business has been done
- Search Enhancements
 - Advanced search: keywords - tabular
 - Three new quick filters
 - Awarded supplier search
 - New notice count
- New Requirements
 - Companies House
 - Voluntary Organisations / Social Enterprises

Prime Contractors: What can you do?

Key messages

- Understand that we want to do more business with SMEs – directly and in your supply chains
- Recognise the value of SMEs in the supply chain
- Give us your supply chain data – we need to know your % spend with SMEs

Do

- Comply with flow down contract conditions e.g. 30 day payment
- Consider the relevance of other contract terms you impose
- Actively consider SMEs for sub-contracts
- Advertise sub-contracts on Contracts Finder and look beyond your usual supplier lists
- Use an open and positive approach to contract management

Don't

- Attach excessive margins to pass through business
- If SMEs bring you some business, don't take it in-house
- Include a SME in a bid and then remove them if you win
- Charge SMEs to put them on an approved sub-contractor list
- Prohibit SMEs from talking to the end customer
- Tell SMEs to pass themselves off as your staff

SMEs: What can you do?

Key messages

- Recognise the game has changed – we're eliminating wasteful practices and improving our market engagement
- We're serious about doing more business with SMEs – directly and through the supply chain

Do

- Make sure you understand how to respond to our procurements
- Use tools we put in place – Contracts Finder, Dynamic Marketplace...
- Use Mystery Shopper – report poor practice when you see it, unnecessary exclusion, unwieldy documents, unrealistic requirements...

Don't

- Be put off bidding for government business
- Be afraid to challenge poor practice - from government or our prime contractors

Thank you for listening

Contacts:

Mystery Shopper team: supplierfeedbackservice@cabinet-office.gsi.gov.uk

ERG Service Desk: servicedesk@cabinet-office.gsi.gov.uk

Follow Stephen Allott on Twitter: @SMEcrownrep

Links:

Contracts Finder: <http://www.contractsfinder.businesslink.gov.uk/>

Procurement Pipeline: <http://data.gov.uk/government-procurement>

BIS Accessing Procurement tool:

<http://www.improve.businesslink.gov.uk/resources/tools/access-public-procurement>

Discussion Slides

CPV, buyer & Supplier searches also available



Use Keywords To Search

- by keyword
- by CPV code
- by buyer
- by awarded supplier

contracts should we show you?

- Live opportunities
- Details of what government has bought and is buying
- Everything

Find contracts about...

[or use the combined search](#)

Consultancy

- all of these words
- one of more of these words
- this exact phrase

Location of contract:

within miles of

widen location search ?

Value of the contract:

From £ to £

include overlapping values ?

Quick filter options:

- items more suitable for smaller suppliers ?
- items suitable for the voluntary sector ?

SEARCH RESULTS

consultancy

all of these words one of more of these words this exact phrase [Advanced Keyword Search](#)

Receive email alerts based on search criteria

Save and email me later

REFINE SEARCH

[clear all filters](#)

We found 3 results: Show items per page: 10 | [25](#) | [50](#) | [100](#) | [200](#)

Sort results by: Relevance

= a contract which has been awarded

Now showing:

Live opportunities

[To change this, start a new search](#)

Choose contract to view



Contract	Location	Date ?	Value ?
Digital Customer Journey & User Experience Research <i>The requirements are for Digital customer journey and user experience consultancy work and deliverable.</i>	Birmingham	02 Dec 11	£22,000
Serviced Accommodation Occupancy Survey <i>Marketing Birmingham, the city's strategic marketing partnership, operates the city's leisure and business tourism programme, as well as its inward in</i>	Birmingham	05 Dec 11	£87,500
UK-Birmingham: development services of real estate	Birmingham	21 Dec 11	No Data

items suitable for the voluntary sector ?

Go >

[clear quick filters](#)

> Value

▼ Location ?

Birmingham

within miles

Widen Location Search

VIEW CONTRACTS

Below OJEU Contract Open

ACTIONS

en-GB

Watch this contract

Click here to watch the contract

Digital Customer Journey & User Experience Research

Reference number:
OLM01

Deadline date:
02/12/2011

This deadline is for...
The deadline for submitting your tender is

Contract value:
£0 - £22,000

Location where the contract is to be ca
Birmingham

Is this suitable for smaller suppliers?
Yes

Name of the buying organisation:
Marketing Birmingham

Description of the contract

Marketing Birmingham, the city's strategic mar
tourism programme, Visit and Meet Birmingham
Birmingham. These programmes promote Birm
Solihull. The requirements are for Digital custo
deliverable outputs. This project will inform plan
the development of the businessbirmingham.co
social media, mobile etc.), as a key touch point
submitting your tender is 12:00 noon on Friday
documents please refer to <http://www.marketing>

Documents

OLM01 Digital Customer Journey & Use
Journey UX brief.pdf, 587kb)

Envelope Label to be used (Procurement

Classification of the contract

Additional information

Who to contact

How to apply

Please refer to the attached tender brief which details the process and timescales.

Project briefing & Procurement task

Contract Number: OLM01

Digital Customer Journey & User Experience Research

Please note: The contents of this brief are confidential.

November 2011

Marketing Birmingham
Ground Floor
Baskerville House
Canterbury Square
Broad Street
Birmingham
West Midlands
B1 2ND
United Kingdom
T: +44 (0) 121 202 5115
W: www.marketingbirmingham.com
W: www.businessbirmingham.com

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View contract details

Click to view documents

Find out who to contact and
how to bid

Contracts Finder > My profile

GET EMAIL ALERTS



FIND OPPORTUNITIES

Enter keywords here



Search

Make your profile public- allows suppliers and buyers to find you



Watched contracts

See all watched contracts >

You are not currently watching any contracts. Once you are you can see their details, and see their latest status. You can also receive email alerts for all your watched contracts.

Contracts you are watching

Saved searches and email alerts

See all searches >

Search

Email

Procurement Consultancy
Keywords/categories:

Never

Change >

Most people want to know...

> I want email alerts, how do I set them up?

> What does government mean by "transparency"?

> Can I access the data in other ways?

Help & resources >

Your personal profile

Nigel Kletz
Assistant Director, Corporate Procurement
Birmingham City Council



www.findit.in.birmingham.com



Thank you for listening

