

Local Authorities and Local Suppliers

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True or False?

- Local authorities don't bother buying locally.
- Small firms never get a look in.
- The tender process is far too complicated.
- If a firm hasn't got local authority experience they are excluded from the tender process.

True or False?

- Lincolnshire's local authorities hardly ever buy from local firms.
- The tender process is time consuming and bureaucratic.
- Framework contracts means large firms awarded the work.
- Lincolnshire's local authorities don't care about Lincolnshire firms.

Geographical Spend

Authority	Local Authority	Lincs	East Mids
	%	%	%
Boston	16.6	32.8	43.8
Lincoln	33.1	41.5	57.5
East Lindsey	7.5	44.3	50.9
Lincolnshire	35.5	35.5	42.8
North Kesteven	18.7	30.4	55.3
South Holland	16.5	25.9	45.2
South Kesteven	14.0	28.0	57.3
West Lindsey	11.8	31.1	42.6

Local Spend – cash!

Council	Total
Boston BC	£ 4,357,000
City of Lincoln C	£ 14,995,000
East Lindsey DC	£ 15,418,00
Lincolnshire CC	£129,632,000
North Kesteven DC	£ 6,377,000
South Holland DC	£ 3,473,000
South Kesteven DC	£ 7,936,000
West Lindsey DC	£ 2,746,000
Total	£185,000,000

Local Spend

- £185 million or 39% of our total spend was spent with Lincolnshire firms

The total level of spend was £476 million

The Challenge

- Public Contract Regulations 2006.
- Value for Money or buying cheap.
- Expectations v legislation.
- Spending public money effectively.
- Supporting local businesses and getting the best deal.

What are we doing?

- Supplier Training
- Web site support

www.procurementlincolnshire.co.uk

- Working within rules
- Meet the Buyer
- Effective feedback to suppliers

What Next?

- June 22nd !