

## **Debasish Sen - Vice Chairman**

With an M.Eng from Imperial College, London and an MBA from London Business School, Debasish specialises in Marketing and Information Technology.

Having worked for BT for 7 years, Debasish set up his own marketing consultancy business in 1992 growing this to turnover of over £1.5million and employing 25 people. He is a founder director of BIG Solutions Limited which specialises in campaigns that interface small business communities in UK and overseas with the Public Sector. This includes a telemarketing and a public sector consultancy practice.



Debasish is also a co-founder of the Small Business Ambassadors® programme which takes owners of small businesses into secondary schools to inspire young people to be more Entrepreneurial. This is delivered by a social enterprise.

Most recently Deb has been running workshops and helping micro businesses set up consortia, with a view to jointly bid for public sector procurement contracts. He has been Vice Chairman of FSB Kent & Medway Region for the past four years; Chairman of North Kent branch and he is also the Public Sector Procurement spokesperson on the FSB's national Trade & Industry Policy Unit.

He is the only business representative on the government's major initiative to make things easier for SME to access public sector contracts – the "Glover Programme". Many of these ideas in this programme have come directly from Deb and the FSB. He recently organised two major conferences on Procurement Good Practice for the FSB. He is currently producing a handbook on Good Practice by the public sector on SME engagement.