

# Improvement & Efficiency South East

## Small businesses in Public Procurement

15th September 2009 Crawley



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What is Improvement & Efficiency South East (IESE) ?

South East Business Portal

SME Opportunities on the Portal



**Improvement and  
Efficiency  
South East**

# Improvement & Efficiency South East

## Small businesses in Public Procurement

14th October 2009 Bracknell



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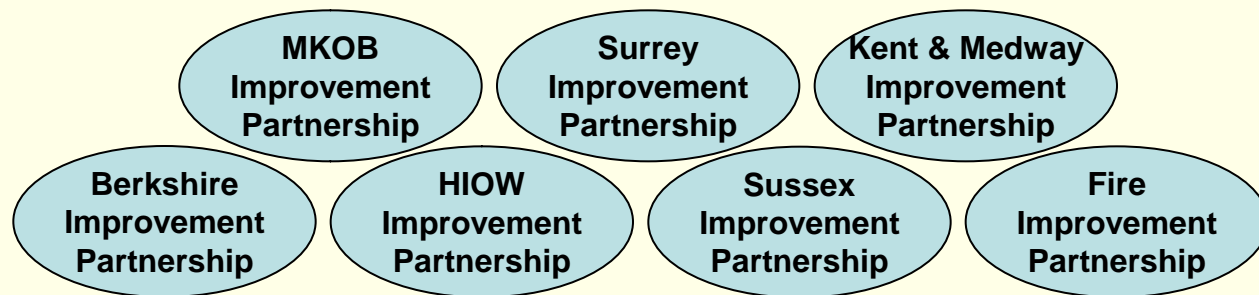
SME Opportunities on the Portal



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# The Regional Improvement & Efficiency Partnership for the South East

## Improvement & Efficiency South East (IESE)



Progress through Partnership (LSP Support)

### Procurement Partnership

Corporate Transformation Partnership

Waste Resource Management Partnership

Construction and Asset Management Partnership

Social Care Partnership

- A 'partnership of partnerships'
  - Geographical
  - Themed
- Governed by the IESE Member Board
- Supported and advised by:
  - GOSE
  - IDeA
  - SEEMP

# Existing main process related tools

South East Business Portal	Holds LA contracts Post opportunities PINs and expressions of interest (PQQ and e-auction in development)
Pro-Contract	Guidance for managing the tender process and contract management.
Trading platform <i>(to be developed)</i>	Route to existing contracts Holds frameworks open to SE LAs Best Deal info.

# Existing Tools

Spend Analysis	<p>Spend analysis projects to provide overview of spend.</p> <p>Done per LA/sub-region on project basis.</p> <p>On-line observatory being developed for constant opportunity to analyse spend.</p>
Best Deals	<p>Overview of existing deals and best deal (to be integrated with trading platform)</p>
Sustainable procurement	<p>Guidance to corporate sustainable procurement</p>
Hubs	<p>Collaboration on procurement</p>

# From individual tools to an integrated process tool



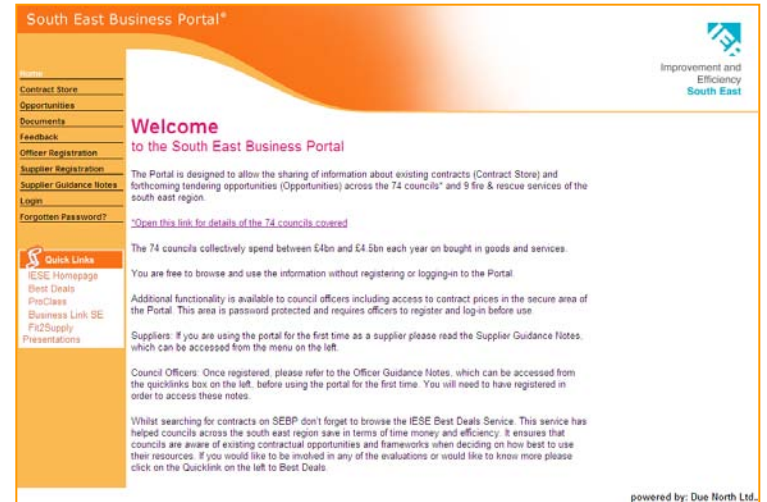
AS-IS



TO-BE

# South East Business Portal

- Online store of awarded **Contracts**.
- Online listing of open council tender **Opportunities**.
- Free to **Register** and use for all suppliers.
- Facility for suppliers to **Express an Interest** online.
- Free **email alerts** to suppliers every time an opportunity is posted that matches their profile.
  
- ~2000 contracts loaded
- 90 – 100 Opportunities to tender open at any one time
- High number of the SE local authorities' opportunities advertised in one place
  - 71 out of 79 currently registered
- 10,000 suppliers registered



The screenshot shows the South East Business Portal homepage. At the top left, it says "South East Business Portal®". In the top right corner, there is a logo for "Improvement and Efficiency South East" with the acronym "IEE". A navigation menu on the left lists: Home, Contract Store, Opportunities, Documents, Feedback, Officer Registration, Supplier Registration, Supplier Guidance Notes, Login, and Forgotten Password?. The main content area features a "Welcome to the South East Business Portal" message. Below this, it states: "The Portal is designed to allow the sharing of information about existing contracts (Contract Store) and forthcoming tendering opportunities (Opportunities) across the 74 councils' and 9 fire & rescue services of the south east region." It then provides statistics: "The 74 councils collectively spend between £4bn and £4.5bn each year on bought in goods and services." It also mentions that users are free to browse and use the information without registering or logging-in. A "Quick Links" section on the left includes: IESE Homepage, Best Deals, Procure, Business Link SE, and Fit2Supply Presentations. At the bottom right, it says "powered by: Due North Ltd."

Enter  
**South East Business Portal**  
to Google

[www.businessportal.southeastiep.gov.uk](http://www.businessportal.southeastiep.gov.uk)

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# Examples of Opportunities

- Kent County Council
  - Works (Construction ~Repair ~ Maintenance) Buildings
- The Select List of Approved Contractors
  
- East Sussex County Council
  - Cleaning and Janitorial ~ Services ~ Building Cleaning
- Provision of Building Cleaning Services in two Secondary Schools
  
- Canterbury City Council
  - Consultancy ~ Healthcare
- Research consultant – Black & Minority Needs assessment (£15k)

# Other Opportunities

- Dartford Borough Council
  - Bid Submission for Bar Concession at Dartford Festival 2009
- Kent County Council
  - Cleaning of IT Equipment in Libraries (£5k per year)
- Reading and Fareham Borough Councils
  - Pantomime production
  
- Sub Contracting by lead Contractor
  - South Oxfordshire
    - Build new moorings on the River Thames in Wallingford
  
- Sales
- East Sussex Fire and Rescue Service
  - Disposal of Obsolete Cleartone Radios

# South East Business Portal



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## What's in it for SMEs ?

- Low value and sub-contracting Opportunities available for SMEs
- You can win Business for your Company
- It's free !
- The place to look for South East Council and Fire and Rescue Service opportunities.
- Browse current opportunities and awarded contracts without need to register (includes framework contracts)
- Registration will sends you email alerts for your profile
- Supplier Profile area means you can update all company details, categories, councils that you wish to supply.

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# QUESTIONS