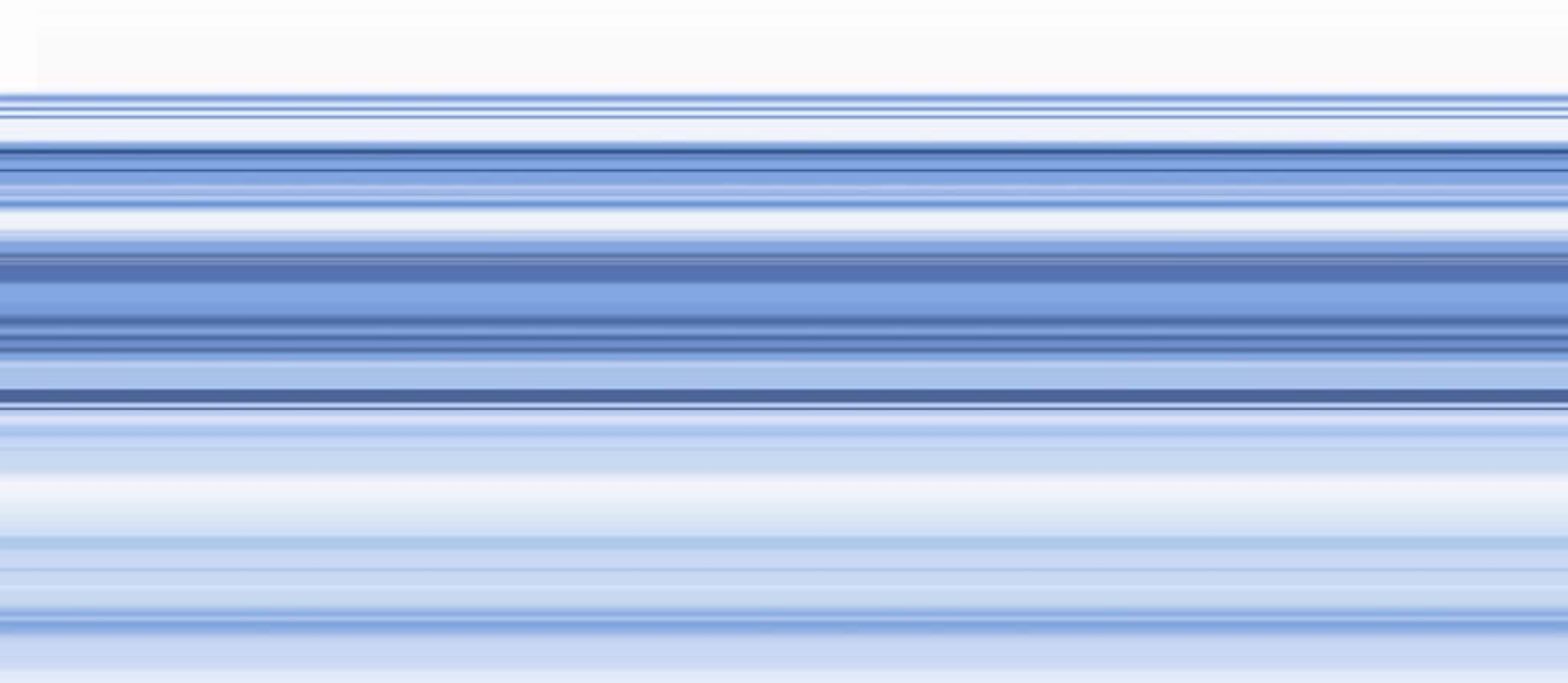


# Access For All Programme

“Accelerating the SME Economic Engine”



# SMEs – why do we want to help them?

Government spends approx £175bn per year through procurement. Our policy is to help all suppliers compete on a level playing field for public sector contracts in order to achieve value for money from procurement.

We know that SMEs have the potential to offer:

- Better value for money
- A more personal, responsive and flexible service
- Greater innovation, niche products and services
- Focus on particular markets, including emerging markets
- Greater likelihood of enabling delivery of government's policy through procurement objectives (innovation, social/equality issues etc)

# The Glover Review

- Budget 2008 announced the creation of an advisory committee chaired by Anne Glover to:
  - provide advice on actions needed to reduce the barriers to SMEs competing for public sector contracts; and
  - examine the practicality of setting a goal for SMEs to win 30% of all public sector business over the next 5 years.
  
- The committee examined available data on the level of procurement from SMEs, researched international practice from within and outside the EU and ran a consultation process to hear about issues and positive examples from SMEs and public procurers.
  
- 1300 small businesses, business representative bodies and public procurers provided evidence to the committee.

# Findings of the Glover Review

- 92% of those who provided evidence to the committee were not in favour of a target due to lack of baseline data and the resulting difficulty in defining an optimum level of SME engagement.
- Barriers identified by SMEs included excessive bureaucracy, lack of transparency of opportunities, overly complex procurement processes and attitudes of procurers who consider smaller suppliers pose greater risk.
- In December 2008, the Chancellor agreed to implement the 12 recommendations. Access for All Programme established with 4 workstreams to deliver the recommendations.

# Access for All Programme

## **Vision Statement**

“At the end of the Programme public sector contracts will be more accessible to SMEs, Government will have a clearer understanding of the role of SMEs in public procurement, and future policy in this area will be evidence based and targeted.”

**The programme will achieve this vision through delivering the following outcomes by 2011:**

- Increased transparency and visibility of public sector contracts
- Embedding change in procurement practice
- A clearer picture of the level of SME engagement with public procurement
- Building skills of businesses to engage with the public sector

# Access for All Programme

## Key Outputs

- A single, free, online portal for contract opportunities, including sub-contracting opportunities, flagged “SME Friendly” opportunities and information on contracts awarded across the public sector by the end of 2010.
- Tools, guidance and training for procurers across the public sector to achieve change in procurement practice on the ground.
- Clarity on the levels of SME spend across government by introducing a reliable system of data collection, and publishing the data.
- A package of support for SMEs to help them bid for public contracts.

# How can you help?

- **You** are the key to helping us make this programme and its legacy a success.
- We need **your views**, ideas and experiences to help guide us.
- **We want this programme to be deliverable and effective: it must make a real and lasting difference.**

Contact us at: [access4all@ogc.gsi.gov.uk](mailto:access4all@ogc.gsi.gov.uk)

Check our web pages for regular updates at [www.ogc.gov.uk](http://www.ogc.gov.uk)

**Thank you!**

# Supplier Feedback Service – what if things are not working well?

The Supplier Feedback Service offers an informal route for suppliers to provide feedback about public procurement practice

Helps OGC to identify problem areas in the Government's purchasing activities

Allowing OGC to work with contracting authorities to improve procurement practice

Help to channel learning back into OGC wider work to improve procurement practice across the public sector as a whole

# How the Supplier Feedback Service can help

The SFS is an informal process

The SFS aims to provide clarity to the enquirer relating to their concerns

The SFS could act to broker solutions between parties

Issuing guidance to all public bodies where appropriate to help reduce the likelihood of similar issues arising within other authorities in the future.