

Forest Heath • St Edmundsbury



West Suffolk
working together

Accessing Public Sector Procurement Opportunities – Suffolk and beyond



Where to look for procurement opportunities? - Suffolk

- Suffolk Sourcing System (e-Procurement System)
 - <https://www.suffolksourcing.co.uk/epps/home.do>
- Suffolk Contract Management System
 - <https://www.suffolksourcing.co.uk/cpms/home.do>
- All “open” opportunities from Suffolk LAs are also available in Twitter
 - [@SuffolkSourcing](#)- Tender opportunities from Suffolk's local authorities
 - [@SuffolkPCM](#)- Procurement news from Suffolk County Council

Where to look for procurement opportunities? – beyond SUFFOLK

- East of England LGA – Contracts Database
 - <http://contracts.eelga.gov.uk/>
- “Contracts Finder” – Cabinet Office
 - <https://www.contractsfinder.service.gov.uk/Search>
 - Find LIVE opportunities - Search
 - Also find what’s there in the pipeline
 - Register to get alert
- Supplement to the Official Journal of the European Union (TED)
 - <http://ted.europa.eu/TED/main/HomePage.do>

Procurement Pages of Suffolk Local authorities Websites

- Forest Heath District Council and St Edmundsbury Borough Council and
 - http://www.westsuffolk.gov.uk/Business/Selling_to_the_Council/index.cfm?aud=business
- Suffolk County Council
 - <http://www.suffolk.gov.uk/business-jobs-and-careers/tenders-and-supplying-us/current-tenders/>
 - <http://www.suffolk.gov.uk/business-jobs-and-careers/tenders-and-supplying-us/our-tendering-process/>
 - <http://www.suffolk.gov.uk/business-jobs-and-careers/tenders-and-supplying-us/>

Procurement Pages of Suffolk Local authorities Websites

- Mid Suffolk District Council
 - <http://www.midsuffolk.gov.uk/business/supplying-the-council/>
- Babergh District Council
 - <http://www.babergh.gov.uk/business/supplying-the-council/>
- Ipswich Borough Council
 - <https://www.ipswich.gov.uk/services/procurement-and-tendering>
- Waveney District Council
 - <http://www.waveney.gov.uk/site/scripts/documents.php?categoryID=200095>
- Suffolk Coastal District Council
 - <http://www.suffolkcoastal.gov.uk/yourcouncil/procurement/>

Some ideas for you to be more proactive

- Register as a Supplier in Suffolk sourcing System
 - <https://www.suffolksourcing.co.uk/epps/home.do>
 - It is only necessary to register once and Free of charge
 - When registering, configure your profile to receive email notifications for newly published tender opportunities
 - Once registered, on behalf of your organisation, you can:
 - Express an interest in a tender to receive reminders and notifications related to that tender.
 - Obtain full access to all published documentation relating to tender opportunities.
 - Submit online requests for clarification and submit tender responses online

Some ideas for you to be more proactive

- Browse through Renewable Contracts Register to find different contracts that may be coming up for Tender
 - <https://www.suffolksourcing.co.uk/cpms/home.do>
 - <http://contracts.eelga.gov.uk/>
- Keep buyers informed about your company and what you can offer
 - Buying is decentralised in many Councils, therefore, it may be a good idea to keep service officers (in addition to procurement officers) informed about your company and what you can offer
 - For low value contracts/ procurement opportunities Council buyers may decide to keep the competition limited between chosen suppliers, therefore, keeping buyers informed about your company and what you can offer, may help you to be invited for those procurement opportunities

Some ideas for you to be more proactive

- Register to get alert from “Contracts Finder”
 - <https://www.contractsfinder.service.gov.uk/Search>
 - Find LIVE opportunities - Search
 - Also find what’s there in the pipeline
- Get your policies right! Public sector buyers are very likely to ask for your policies.
 - For example, Health & Safety policy, Environmental Management Policy, Equality & Diversity Policy, etc.

Other public sector buyers in Suffolk

- [US Air Force Lakenheath, Mildenhall and Feltwell.; FedBizOpps.gov](#)
- [Norfolk and Suffolk NHS Foundation Trust](#)
- [Ipswich Hospital NHS Trust](#)
- [West Suffolk Hospitals NHS Foundation Trust](#)
- [Ipswich and East Suffolk Clinical Commissioning Group](#)
- [West Suffolk Clinical Commissioning Group](#)
- [Great Yarmouth and Waveney Clinical Commissioning Group](#)

Other public sector buyers in Suffolk

- [Suffolk Police Authority](#)
- [West Suffolk College](#)
- [Easton & Otley College](#)
- [Suffolk New College](#)
- [University Campus Suffolk](#)
- [Havebury Housing Partnership](#)

Looking forward??.... Opportunities are there to be part of Framework Agreements

- Crown Commercial Services
 - <https://www.gov.uk/government/publications/become-a-crown-commercial-service-supplier>
- ESPO (Eastern Shires Purchasing Organization)
 - <http://www.espo.org/>
- YPO (Yorkshire Purchasing Organization)
 - <http://www.ypo.co.uk/>
- CBC (Central Buying Consortium)
 - <http://www3.hants.gov.uk/cbc>
- NEPO (Yorkshire Purchasing Organization)
 - <https://www.qtegov.com/systems/nepocms.nsf>
- PfH (Procurement for Housing)
 - <http://www.procurementforhousing.co.uk/>
- LHC (London Housing Consortium)
 - <https://www.lhc.gov.uk/frameworks-directory/>

opportunities to be part of Framework Agreements....continued

- London Universities Purchasing Consortium
 - <http://www.lupc.ac.uk/frameworks.html>
- SPORT England
 - <http://www.sportengland.org/facilities-planning/tools-guidance/framework-agreements/>
- The Consortium Fire and Rescue
 - <http://www.fireandrescue.co.uk/home.aspx>
- Homes and Communities Agency
 - <https://www.gov.uk/government/organisations/homes-and-communities-agency>
- Etc.

THANK YOU.

This presentation was prepared to provide some help to local suppliers proactively. We hope you find this presentation useful.

Feedbacks welcome – procurement@westsuffolk.gov.uk