

# Taking CompeteFor 'beyond 2012'

## Presentation to LCSG

**Roger Simpson-Jones**  
Director of Procurement  
London Development Agency

**Mike Mulvey**  
Chief Executive  
London Business Network

A screenshot of the CompeteFor website interface. The page features a blue header with the CompeteFor logo and navigation links. The main content area is divided into a left sidebar with a menu and a main content area. The main content area includes a section for '2012 OJEU OPPORTUNITIES' and a 'London Business Network' section with a video player and text. The footer contains contact information and a logo for the London Business Network.

**CompeteFor** London Business Network  
giving London businesses unique access to London 2012 opportunities  
Helpdesk: 0845 2177804

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**2012 OJEU OPPORTUNITIES**  
View details of current OJEU opportunities

**London Business Network**

**To apply for London 2012 opportunities, your organisation's Business Profile must be published. If it is not already published please complete your full business profile and submit it for publication. You can check your publication status on the Publish Tab of your Business Profile. If you are published then set-up your Email Alerts to receive emails about new opportunities.**

The London Business Network is an organisation that helps the capital's business community take advantage of opportunities arising from the London 2012 Olympic and Paralympic Games.

The organisation provides businesses with information and access to procurement opportunities posted on CompeteFor. It also acts as a channel to the wider economic benefits and commercial opportunities for companies who may not be bidding for contracts directly relating to the Games, but who are interested in making the most of the events to grow their business. This includes information dissemination, [networking events](#), and business development. It is the principal organisation that London 2012 will work with to engage the London business community.

The London Business Network is working hand-in-hand with [Business Link in London](#) to ensure that Games-related opportunities are maximised by London businesses. Business Link in London can provide the relevant support to help you build your CompeteFor business profile and maximise your chances of winning contracts.

**To apply for contract opportunities advertised on CompeteFor, you must have registered, completed and published your full business profile. To be automatically matched with contract opportunities suitable for your business, set your email settings in My Account.**

Complete and publish your full business profile to be notified of and apply for London 2012 supply chain opportunities.

Supported by London 2012

High value London 2012 opportunities must be advertised in the Official Journal of the European Union (OJEU)

# The Mayor would like London boroughs and other buyers to consider piloting CompeteFor

## CompeteFor is..

- .. a time-saving supplier short-listing (PQQ) tool
- .. supporting national and local policy on economic development and public procurement
- .. designed for both private and public sector buyers, piloted with the Olympics
- .. designed to sit in front of and complement buyers' existing procurement processes and systems
- .. designed to develop and enhance visibility of supply chains
- .. designed to signpost businesses towards existing local business support to increase their capacity and expertise
- .. financed by all regions of the UK

.. developed through public / private partnership



## .. at the heart of the Mayor's economic recovery action plan for London (ERAP):

### *ERAP Action 7:*

The Mayor will roll out the CompeteFor system further, with an additional £1.8 million investment from the LDA, making it easier for SMEs to win new contracts.

### *ERAP Action 11:*

The Mayor will lobby public sector partners, central government, public agencies and large businesses in London to promote positive approaches to ensuring contracts are genuinely open to SMEs. Many London boroughs are also already committed to these goals and London Councils will work with boroughs to promote these measures and share good practice.

# CompeteFor supports the key recommendations of the Glover report

## Key recommendations of Glover

## How CompeteFor helps

### **Improve SME participation in public procurement.**

By 2010, contract opportunities above £20,000 across the whole public sector should be advertised electronically.

- *Supports open competition for sub-OJEU level opportunities without a significant increase in buyer workload.*
- *Helps public sector organisations get ahead of the game with minimal investment.*

### **Make the procurement process equitable and as simple as possible.**

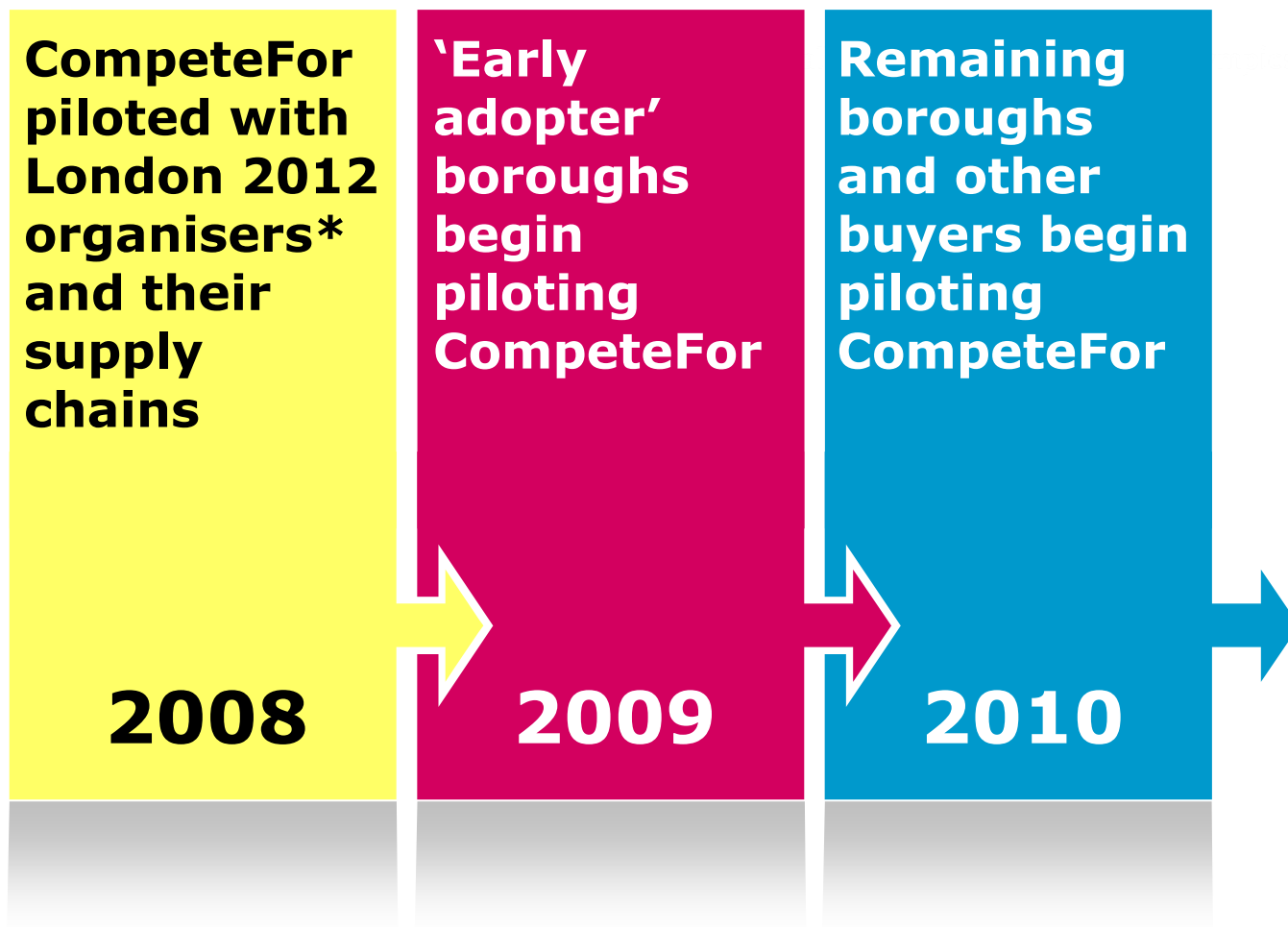
- *Automates the pre-qualification process, saving time for both suppliers and buyers.*
- *Supports standard buyer templates.*

### **Ensure a fair deal for SMEs that participate in the supply chain.**

Government should expect and enable prime contractors to make their subcontracting opportunities accessible online.

- *Designed for both public and private sector (supply chain) buyers. Buyer engagement team works with contractors to ensure sub-contracts are advertised on CompeteFor.*
- *Gives public sector buyers unprecedented visibility of supply chain buying activity.*

# Successfully piloted with the Olympics, CompeteFor is now available for use within London boroughs, other public sector organisations and their supply chains



\*The Olympic Delivery Authority (ODA) is the public body responsible for developing and building the venues and infrastructure for the Games.

The London Organising Committee for the Olympic and Paralympic Games (LOCOG) is a private sector company responsible for staging and hosting the Games.

## CompeteFor today, in numbers

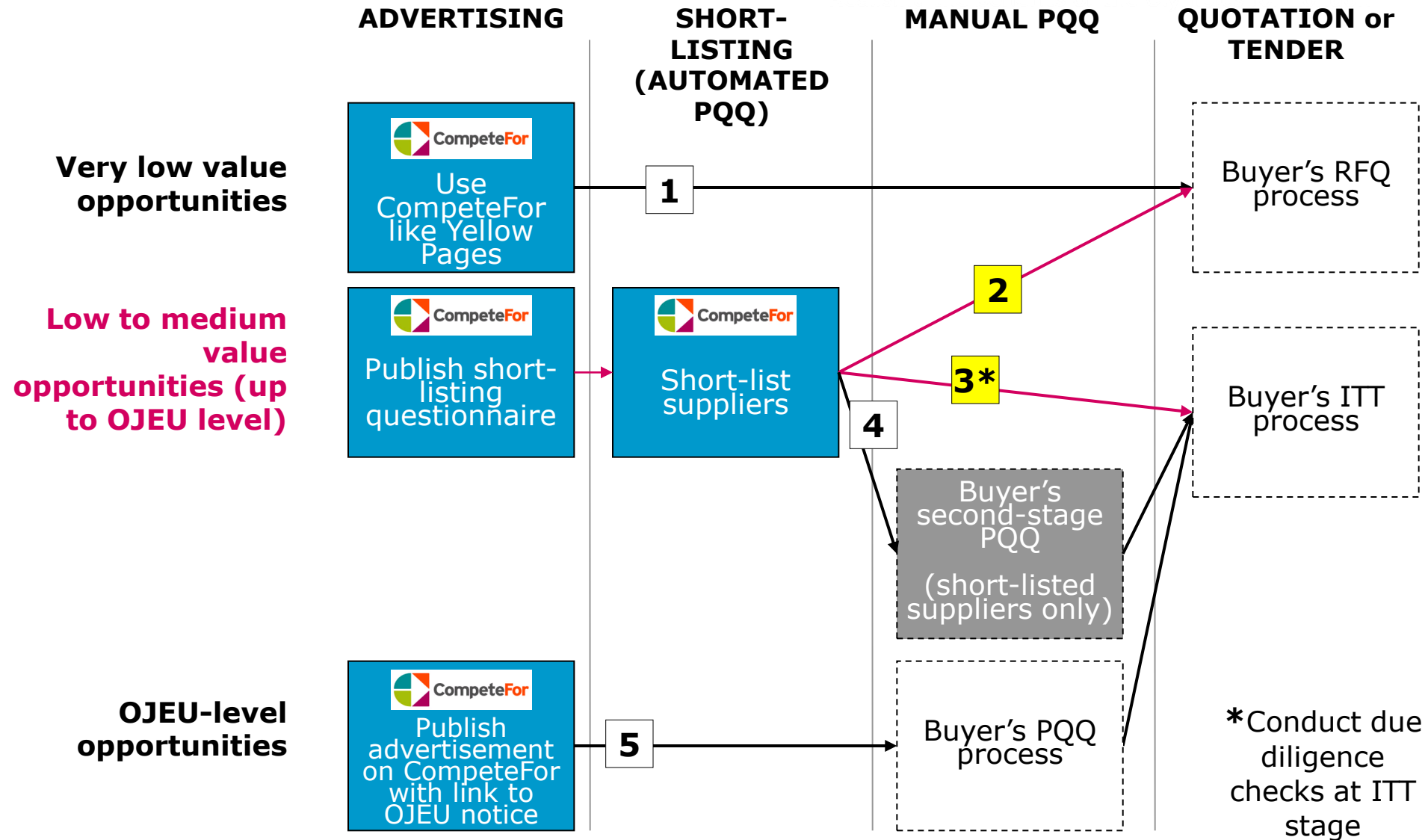
- 56,000 businesses have registered and gained access to 2,000 opportunities and to business support services
- 17,000 London businesses have registered
- Profile of registered London businesses:

0 employees	266
1-5 employees	5049
6-10 employees	2269
11-15 employees	1237
16-100 employees	3891
101-200 employees	650
200+ employees	1487
Not stated	2491

BAME owned	2965
Women owned	3570
Disabled owned	298
LGBT owned	345

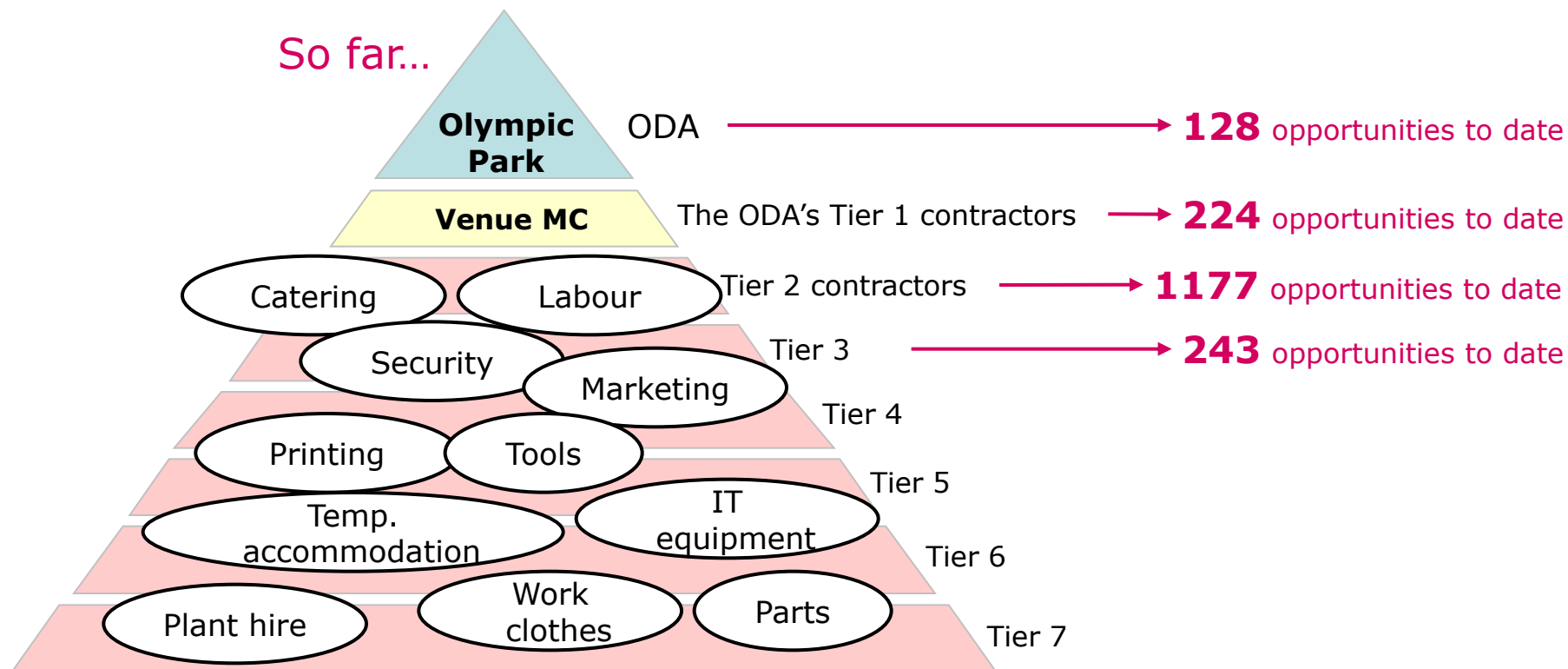
# CompeteFor is a time-saving supplier short-listing (PQQ) tool designed to sit in front of buyers' existing procurement processes and systems. It can be used in several ways..

 = ideal usage  = alternative usage



# CompeteFor is designed to develop and enhance visibility of supply chains

- **For example, the ODA** obliges contractors to declare sub-contracting work packages. Where sub-contractors are not already in place the opportunity must be advertised on CompeteFor. This obligation flows down through the supply chain
- The CompeteFor buyer engagement team monitors and follows up with all buyers in the supply chain



# Frequently asked questions and contact details

- **Does CompeteFor integrate with Bravo or other e-procurement systems?**
    - No, and it doesn't need to. After short-listing suppliers using CompeteFor you simply proceed with your normal RFQ or ITT process.
  - **Can we restrict opportunities to businesses in the borough?**
    - Whilst you cannot prevent other businesses from responding to open opportunities, we are developing new functionality to enable you to target notifications only to businesses in the borough or region.
  - **How is CompeteFor different from Supply2Gov?**
    - CompeteFor is designed for public sector buyers and their supply chains
    - CompeteFor is a supplier short-listing tool (Supply2Gov is for advertisements only)
    - CompeteFor integrates with local business support
    - CompeteFor is free to use for suppliers
- If you have other questions or would like to discuss how CompeteFor could help your organisation, please contact **Hannah Darvill** on 07834 800405 or email [hannah.darvill@mouchel.com](mailto:hannah.darvill@mouchel.com)