

Making Collaboration Work - CompeteFor

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What is CompeteFor?

- A shortlisting procurement tool
- Sits in front of (not replaces) existing e-Procurement tools – Bravo/Blue Light
- Originally set up for London 2012
- Opens up the supply chain for all opportunities
- Increases supplier diversity
- Shortlisting is anonymous
- Used by both Public and Private Sector



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

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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.

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

- In total almost **68,000** businesses have registered on CompeteFor
- Of these, over **30,400** businesses (approximately **45%**) have fully published their Business Profile; meaning they are visible to users when searching on CompeteFor and are automatically matched to contract opportunities. Additionally these businesses have provided full information within their Business Profile – including ownership and employee diversity
- Almost **9,000** businesses (nationally) have been automatically referred from CompeteFor to their local business support agency (e.g. Business Link and Supply to London)
- Within London **20,300** businesses have registered of which **9,000** have published their Business Profile; **2,650** business have been automatically referred to Business Link in London for support

Opportunities: An overview

- There have been over **2,500** opportunities posted to date
- Over **6,300** businesses (21% of Published businesses) have been shortlisted at least once
- More than **300** Awards have been made, of which 174 have gone to CompeteFor Suppliers (57%)
- **220** Buying Organisations are using CompeteFor to date
- Flow-down has now reached **Tier 4** of the Supply Chain
- The value of opportunities advertised to date is **+£108M**
- BET and LDA/ODA Procurement are currently contacting all Buyers with long-outstanding opportunities, aiming to record ALL Awards on the portal. (Note also that some Awards, e.g. OJEU level and Awards to multiple Suppliers, cannot presently be recorded on CompeteFor, meaning Award totals are understated)

- Ensure buyer and supplier experience remains positive
- Review questions – make them more challenging
- Reduce the number of suppliers achieving 100%
- Ensure volume of opportunities and use of system continues to grow
- Ensure the system is flexible to meet the varying demands

- Response to economic downturn
 - £1.8M additional funding
 - Encourage use within Local Authorities
- Programme underway to get LA's using CF
 - Early adopter's – Westminster, Havering, Tower Hamlets and Bromley
 - Wave approach to phase the roll out
 - Other LA's being kept "warm" with regular communication

- Regionalise suppliers
- Multiple Choice/Tie breaker questions being considered to tackle 100% issue
- Local procurement for Councils targeting “local” suppliers by post code search facility
- Provide further MI for buyers – Report on direct local procurement
- Allow multiple awardees

Big Collaborations = Many Stakeholders

Government Stakeholders:

- BERR
- Government Offices
- DCMS
- Local authorities

Project Team:

- LDA
- Business Links
- London Business Network
- Key suppliers: Serco, BiP, Hedra

London 2012:

- ODA
- LOCOG
- Cultural Olympiad
- Local Boroughs



Users:

- Private sector buyers
- Public sector buyers
- SME suppliers
- Large suppliers
- 3rd sector

Business Groups:

- FSB
- Chambers of Commerce
- IoD
- Trade Associations
- Diverse business groups

Funders:

- LDA
- 8 Regional Development Agencies
- 3 Devolved Administrations

Thank You