

Getting Value for London by Maximizing Your Local Supply Chain

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Head of Olympic Business Legacy



GREATER LONDON AUTHORITY



LONDON FIRE
AND EMERGENCY
PLANNING AUTHORITY

Transport for London



METROPOLITAN
POLICE

Working together for a safer London

MPA

Metropolitan Police Authority



responsible
procurement

Central Responsible Procurement Team

- Dedicated to Responsible Procurement
- Work across GLA group
- Jointly funded

**Spend over
£3bn p.a.
Excluding PPP
and PFI**

**Over 400
procurement
agents**

**Trade annually
with over
30,000
suppliers**

**Covered by
multiple legal
frameworks**

The Mayor's Vision for Responsible Procurement

“Pioneering socially, environmentally and economically responsible procurement to deliver improved quality of life and better value for money for our people, our businesses and our city.”

Working in partnership across London

Our People

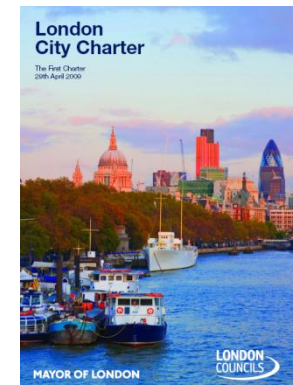
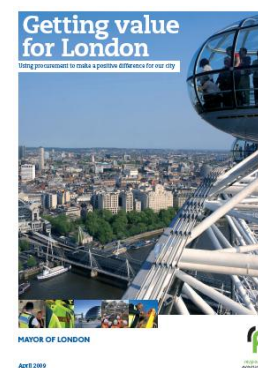
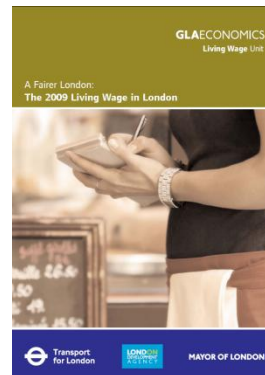
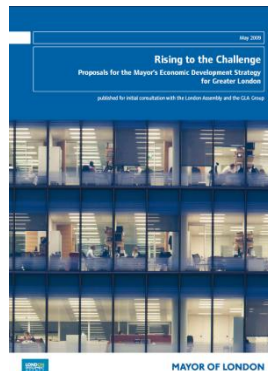
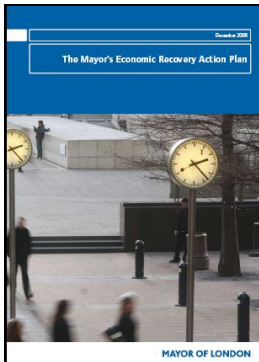
– To provide sustained Employment opportunities and improve standards of living for all Londoners

Our Businesses

– To open up opportunities for London's businesses and encourage improved practices with our suppliers

Our City

– To promote greater Environmental sustainability and make London a better place to live and work



Examples of Responsible Procurement Programme Activity

- Making procurement processes more accessible and maximising the impact of the £500m p.a. we spend with SMEs.
 - Increasing the visibility of opportunities through CompeteFor
 - Adopting simplified procurement documents wherever possible
 - Paying SME suppliers within 10 working days
- Enabling employment and training outcomes by combining contract requirements for skills and employment outputs, with 'supplier skills brokers' to support suppliers in accessing public sector funding and support.
- Promoting Equal Life Chances for All by ensuring major projects include supplier and workforce diversity requirements, and where appropriate suppliers pay the London living wage
- Building Internal capability through rolling out bespoke Responsible Procurement training commissioned from CIPS. Over 100 staff trained to date, with potential to be made available outside of GLA group.



Making Connections with Support Programmes

- GLA group has placed a premium on making connections between its suppliers and business support programmes.
- These can offer funding and support to companies to develop their sustainability offering, but awareness is often poor.

Local supply chains



Skills and Employment



Environmental Impacts



Equality and Inclusion



Ethical Sourcing



A photograph of St Paul's Cathedral dome in London, viewed from a bridge. The dome is the central focus, with its ornate spire reaching towards a clear blue sky. In the foreground, several people are walking across the bridge, their figures slightly blurred, suggesting movement. A metal railing runs across the lower part of the frame. The overall scene is bright and clear, with a mix of architectural detail and human activity.

CompeteFor beyond London 2012

To ensure the transparency and availability of public sector procurement opportunities and their supply chains

- To create a responsive service that can be used by public and private sector organisations
- To exceed any previous approach to open up supply chain opportunities
- Build a business network and brokerage service that develops and grows

Phase 1: London 2012...

- A unique opportunity for the UK business community
- Approximately 75,000 contracts to be procured via the London 2012 supply chain
- Working with the ODA and LOCOG to engage with their tier 1 and 2 suppliers
- A broad range of contract opportunities: supply of mains cable to the Aquatics Centre, joinery services, catering, mascot design for LOCOG

Phase 2: Wider public sector opportunities

- Transferring CompeteFor to non-Olympic buyers
- Targeting central governments departments, local authorities
- Adoption across public sector supply chains

- **Failure:** lack of access to knowledge in responding to procurement opportunities
- **Response:** CompeteFor provides access to greater information regarding procurement spend and the provision of support services to SMEs who would like to benefit from that spend. CompeteFor is a tool to address the following:
 - To make it easier for small businesses to access and compete for contracts
 - Buyers often struggle to find a wider diverse base of suppliers
 - Current provision of business support is inefficient in supporting SMEs to become fit to supply
 - Inequality of opportunity - often an unfair playing field for those not approved supplier lists
 - No existing forum to create effective partnerships
 - Inequality of opportunity - often an unfair playing field for those not approved supplier lists
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CompeteFor is a supplier short-listing tool developed for the Olympics

CompeteFor is..

- .. a time-saving supplier short-listing 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

.. developed through public / private partnership



Collaboration is central to the success of CompeteFor

Government Stakeholders:

- BERR
- Government Offices
- DCMS/GOE
- Local authorities

Project Team:

- London Development Agency
- Business Links
- London Business Network
- Key suppliers: Serco, BiP, Mouchel

London 2012:

- ODA
- LOCOG
- Local Boroughs



Users:

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

Business Groups:

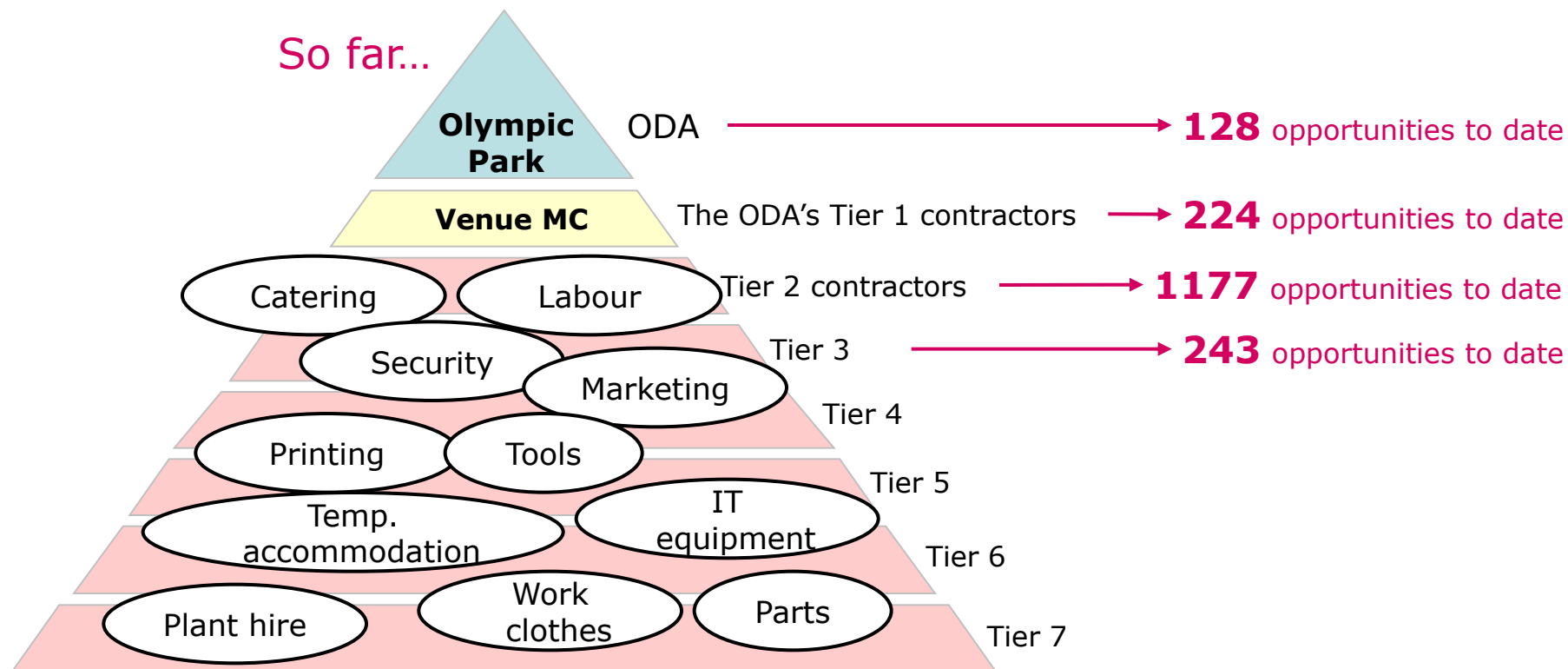
- FSB
- Chambers of Commerce
- IoD
- Trade Associations
- Diverse business groups

Funders:

- LDA
- 8 Regional Development Agencies
- 3 Devolved Administrations

CompeteFor is designed to develop and enhance visibility of supply chains

- **For example, the Olympic Delivery Authority** 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



How CompeteFor saves time for buyers and suppliers

Buyer publishes questionnaire relating to specific opportunity

Suppliers respond to questionnaire

CompeteFor ranks all respondents and buyer selects short-list

- Business categories
- Opportunity description
- Questionnaire, **e.g.**
 - During the last 12 months was your turnover at least <4x contract value>?
 - If short-listed, will you be able to provide immediately two references from customers for whom you have provided catering?
 - If awarded this contract, will you be able to respond to next-day catering orders in the Ealing area?

- Relevant suppliers receive email notification of opportunity
- Interested suppliers respond to buyer's questionnaire; essential criteria are clearly indicated

- At the closing date, buyer views anonymous long-list
- Buyer selects short-list based solely on:
 - Suppliers meeting essential criteria +
 - Suppliers with highest scores +
 - Desired length of short-list
- Short-listed suppliers are told what to do next
- Unsuccessful suppliers are notified

CompeteFor users are well supported

Business engagement

User support

Behind the scenes

Components of the service that are regionally managed

Supplier engagement
(marketing service)

Business support
(Business Link)



Buyer engagement
(helping buyers)

User Help Desk
(for buyers and suppliers)

Governance, service management and operations

Components of the service managed by the LDA on behalf of all stakeholders

Developing CompeteFor is at the heart of the Mayor's Economic Recovery Action Plan for London



Specific Mayoral Actions:

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.

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..



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From The Sunday Times
December 28, 2008

Compete For website helps firms crack public sector

Compete For can put companies in the running for some lucrative contracts

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The Times, Dec 2008



London to adopt Olympic model for public jobs

Published: 04 December 2008 08:05 | Author: [Andrea Klettner](#) | [More by this Author](#)
Last Updated: 04 December 2008 09:51

Public sector procurement in London is set to be overhauled, adopting an Olympic 2012 style 'dating agency' type service.

The London Development Agency has said it will roll out CompeteFor, which is currently used to match companies to contracts for the 2012 Olympics, for its work and for London boroughs and other public sector organisations.

The move will help SMEs win public sector work. The LDA suggested it was bringing plans forward given the current economic climate, with the new system set to be put in place over the first six months of 2009.

Figures from Emap Glenigan suggest that the move would see more than £2 billion of work across London's public sector in healthcare, education and infrastructure procured through CompeteFor.



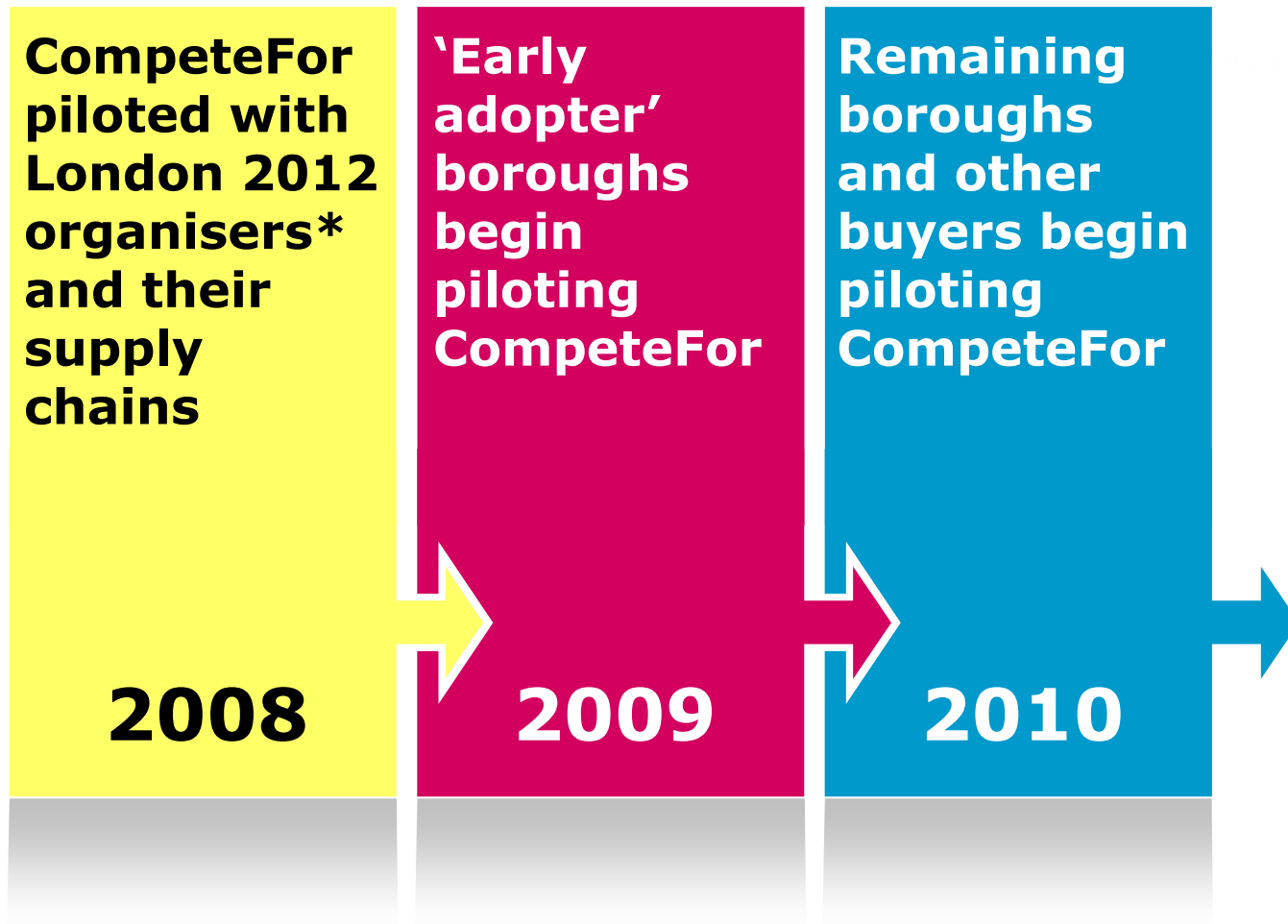
CompeteFor was used to procure London 2012 venues such as the aquatics centre

[Increase image](#)
[View all images](#)

Speaking at the LDA's Annual Public Meeting, the organisation's group director for strate

Construction News, Dec 2008

Delivering the Legacy - Now



*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.

Supporting local policy drivers

Local economic development agenda

- **Council spend with local SMEs**
- **Section 106 agreements**
- **Take-up of local business support programmes**
- **VAT registered businesses in the area showing growth (BERR DSO NI 172)**

- **Delivery of major projects**
- **Value for money (CLG DSO NI 179)**

Environment for a thriving third sector (CO DSO NI 7)

How CompeteFor helps

Opens up access to thousands of London SMEs. Boroughs will be able to target contract notices to local businesses.

Increases the number of organisations accessing local business support.

Supports open competition for sub-OJEU level opportunities without a significant increase in workload. Helps short-list suppliers based on a balance of criteria including cost and capability.

Lets you monitor the bidding and winning activity of local businesses by type of organisation (including third sector).

Links third sector organisations to local business support.

Supporting National Policy

Key recommendations of Glover

Improve SME participation in public procurement.

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

Make the procurement process equitable and as simple as possible.

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.

How CompeteFor helps

- *Supports open competition for sub-OJEU level opportunities without an increase in buyer workload.*
- *Helps public sector organisations get ahead of the game with minimal investment.*
- *Automates the short-listing process, saving time for both suppliers and buyers.*
- *Supports standard buyer templates.*
- *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.*

In response to the Mayor's plan, CompeteFor is widening its scope

We plan to:

- Open up CompeteFor to the rest of the public sector and its supply chain
- Further develop the CompeteFor service in line with buyers' and suppliers' needs. To facilitate greater usage by local authorities, we are specifying changes relating to:
 - Local procurement:
 - selective marketing of opportunities
 - reporting on local procurement
 - mini-competitions using frameworks
 - Request for quote
 - Potential for networking and increasing supplier profile usage
 - Improve MI for buyers
 - Content updates/changes

Thank You



www.competefor.com

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responsible
procurement

www.london.gov.uk/rp

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