

Supplier Development Service



Running order

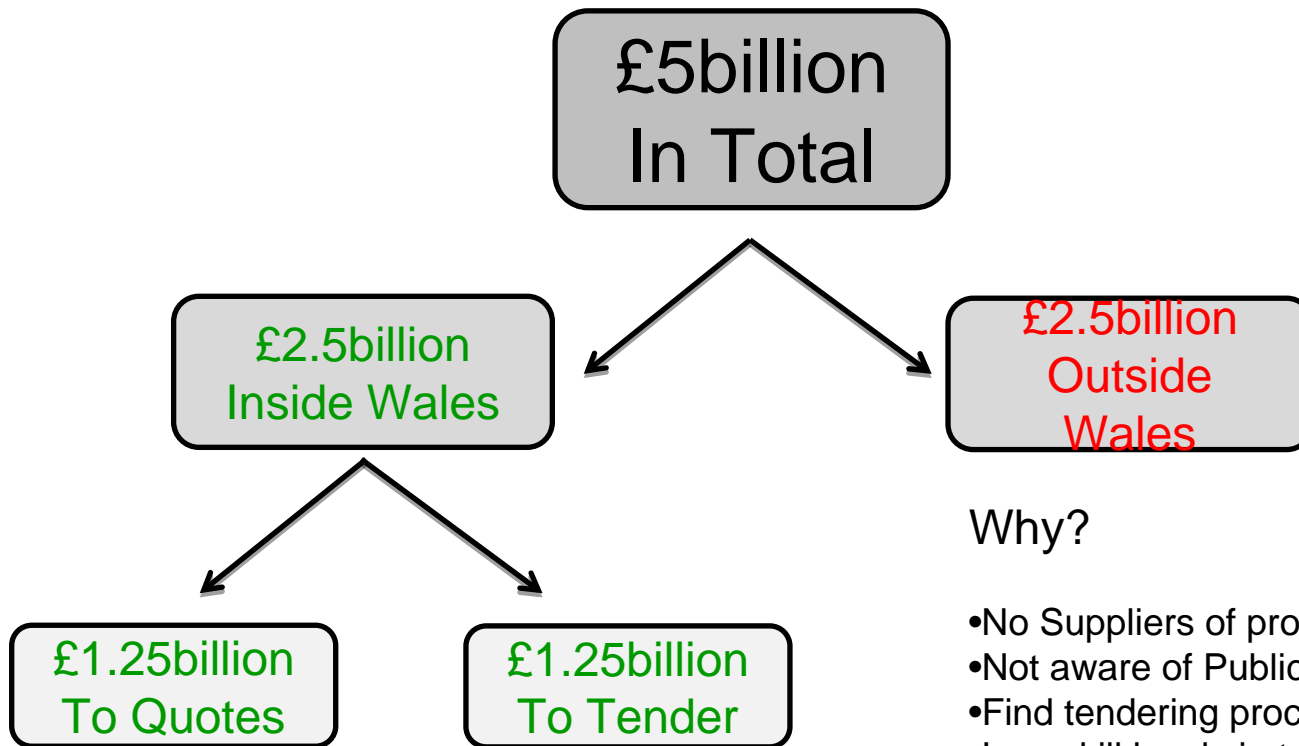
- Setting the context of the Public Sector spend in Wales
- Support and the Supplier Development Service
- The South East Wales team
- Sell2Wales – An Insight
- Summary – questions and close



Supplier Development Service



Annual Public Sector Spend in Wales

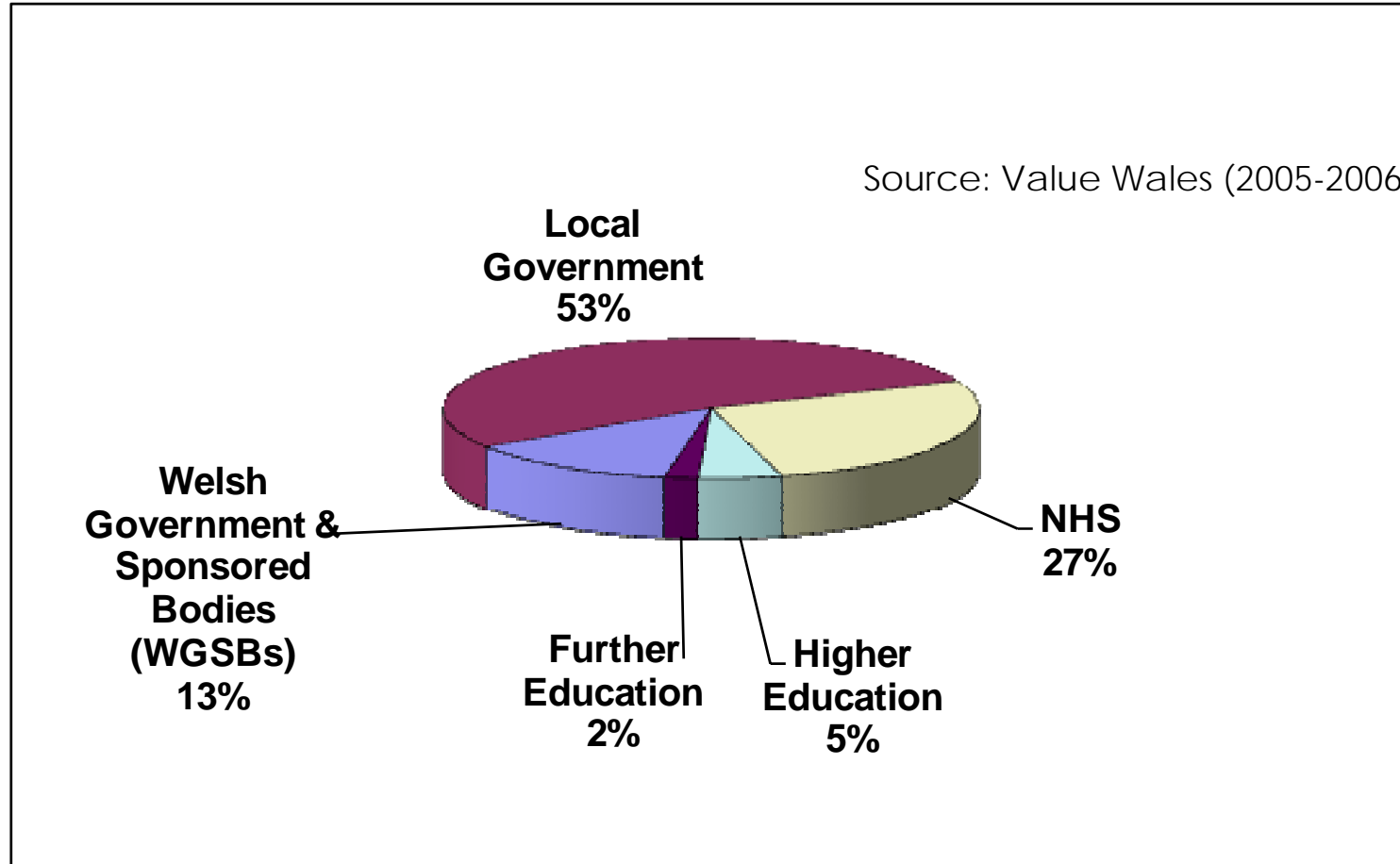


Why?

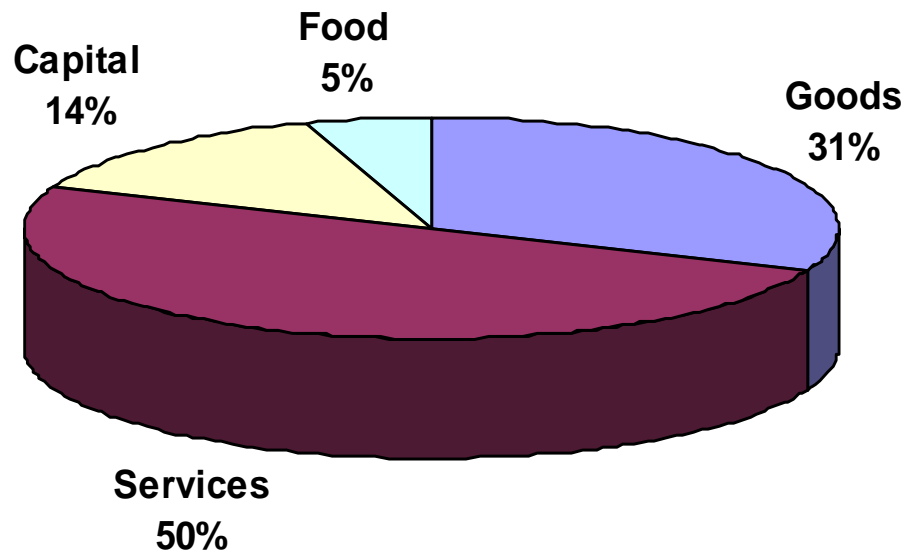
- No Suppliers of products/services
- Not aware of Public Sector opportunities
- Find tendering process too difficult
- Low skill levels in tendering/contracts
- Not aware of “free” support available
- Not registered on Sell2Wales



Procurement Expenditure Analysis



Commodity Expenditure Analysis



Source: Quayle (2003)

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Background

- A WG funded initiative that has been helping companies throughout Wales (all sectors) for the last six and a half years
- Support is delivered by a range of providers (e.g. in South East Wales the provider is Venture Wales)
- Thousands of SMEs in Wales have benefited from the service landing £100M's in contracts creating 100's of jobs and safeguarding 100's more
- One interesting statistic is of the £4.5B - £5B spent by the Public Sector in Wales each year it is estimated that only 50% goes to Welsh companies



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Aims

- To actively promote inter-trading within the public, private and third sector
- To help Welsh SME's win contracts
- To assist Welsh SME's complete Pre Qualification Questionnaires and Tender opportunities
- To search for opportunities on websites/papers/contacts providing up-to-date tender information – All sectors
- Helping SMEs onto tendering frameworks
- Provide generic advice to SME's on supply-chain and procurement

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Aims

- Assistance with advice and guidance on e-procurement
- Provide support to Public Sector bodies within Wales to achieve SME friendly procurement processes
- Work with major 1st tier contractors to integrate more effectively with local supply chain
- To support and work in partnership with other WAG bodies such as Value Wales
- Support Sell2Wales website
- Support 2012 Olympics 'Compete For' Website

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How and what do we do ?

- Up-skilling at “How to Tender” half day events
- Up-skilling at “Maximising Sell2Wales” seminars
- Providing direct selling opportunities at via “meet the buyer” events
- Developing collaboration and networks via specific sector events or very large project events
- Giving direct in-company help with contracts, jargon, live tenders via Supplier Champions
- Giving general advice on Supply Chains, sourcing, E-tendering etc

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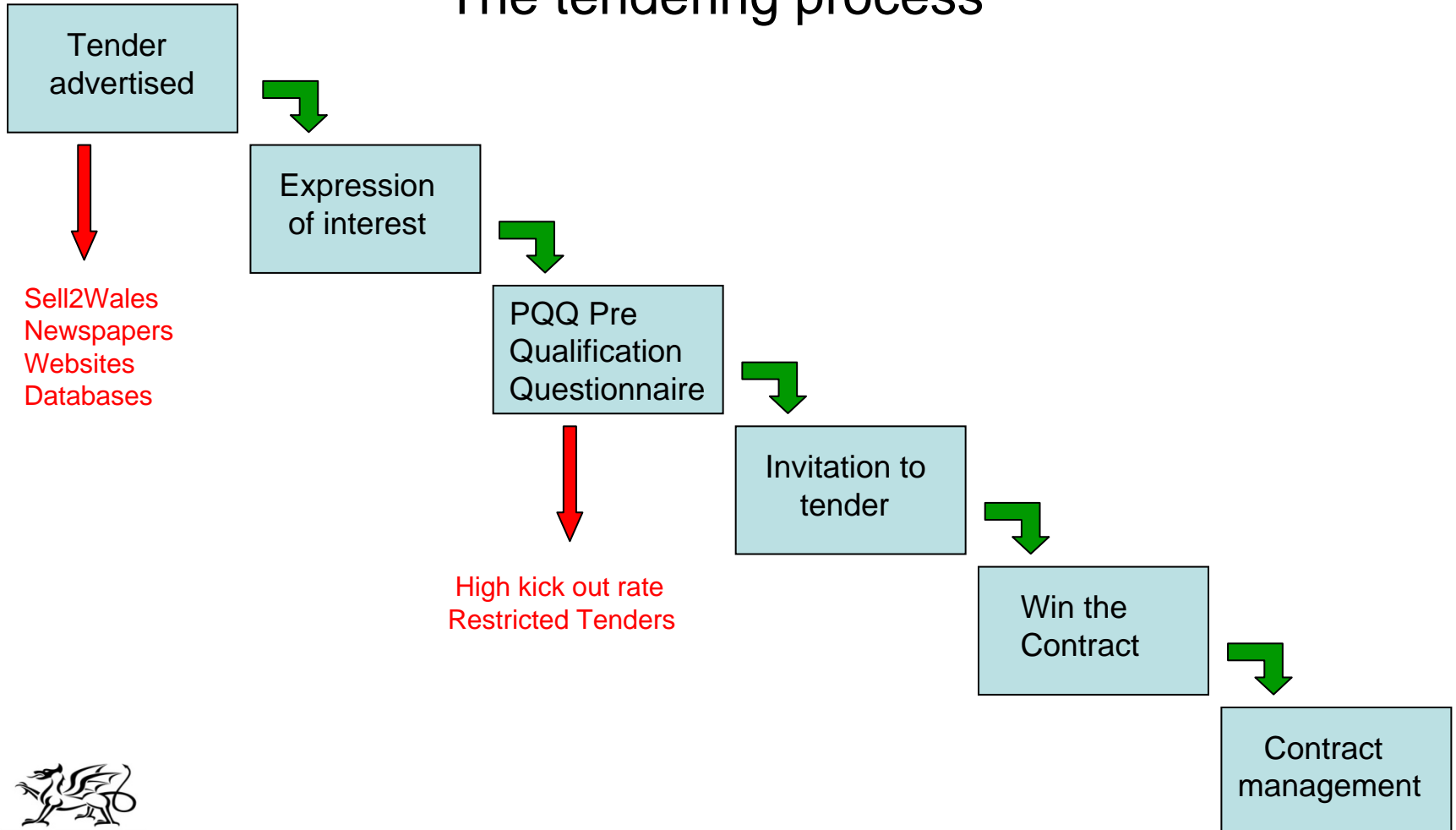
Current client base in South East Wales

- Over 2500+ client companies in the region and growing daily
- Wide ranging from all sectors – Care / IT / Food / Manufacturing etc
- Majority employ less than 5 employees
- Many 3rd Sector organisations – voluntary / charity / social enterprises
- 500 client organisations have attended Maximising Sell2Wales seminar

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The tendering process



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The S.E.Wales team

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www.Sell2Wales.co.uk
An insight



03000 6 03000
www.cymorth-busnes-cymru.gov.uk
www.business-support-wales.gov.uk





What is Sell2Wales?

A Welsh Assembly Government Web site

A portal for ALL European Tender Opportunities.

A Supplier Database

A register of all registered public sector organizations



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Llywodraeth Cymru
Welsh Government

Search Facilities

Search for Suppliers.

Using either location, alphabetical or key word search, or a combination of all three !

Search Purchasers, supplies a list of ALL public sector organizations and contact details. Can be searched alphabetically



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Welsh Government

Search Facilities, Continued

Search Notices. Search for opportunities that suit YOU !

Using either:-

Category by description, e.g.

Fasteners, printing, signage, etc.

Category using OJEU reference number or CPV Code.



Search Facilities Con't

Using key word Search facility selecting from key word drop down list.

As you can see there are a number of options to chose from.

Practice makes perfect !

CPV Codes

- What are they?
- Central Procurement Vocabulary Codes
- These identify what products your business/company supply.
- They are a European wide numerical identification system.



CPV Codes Con't

So, a widget in the UK has the same code as in France, Germany, Belgium etc etc.

The reason for this is that ALL EJEU opportunities must have a common vocabulary throughout Europe, so any European Company has the same opportunity to bid as you do, and vice versa.



CPV Codes Con't

As far as any prospective supplier is concerned it is vital that this is set up correctly.

Why?

Because this will dictate all opportunities forwarded to you.

CPV Codes Con't

Once you have set up your CPV codes you will receive, automatically, any opportunities related to the CPV codes you have selected.



Selection criteria also allow selection by area. You are therefore able to select which CBC areas you wish to receive your opportunities from. It could be All Wales, South East Wales, selected CBC areas within South Wales, All of Europe etc. The choice is YOURS.



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Contract award notices

Many SME's look for business outside the Tender arena by using Sell2wales as a viewing point to see who has won what contracts that may offer sub-contract opportunities.



Contract award notices Con't

The contract award section details the winner of contracts/tenders address, e mail address and usually a telephone number and contact name. Very useful if you do not wish to tender but do wish to sub contract your services. It can be searched by date awarded.



Olympic supplier registration.
Sell2wales also offers a portal to register as a potential supplier for sub contract opportunities.



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Olympic registration con't

Using the unique “business dating agency that will match Welsh companies to both Sub contract and supply contract Opportunities.

To register just use the link provided.



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www.business-support-wales.gov.uk



Olympic registration con't

You must have:

Equal Opportunities Policy

Environmental Policy

Quality Management Policy

Sustainable Policy

Ability to tender electronically



Summary

Sell2wales is an extremely useful tool for any business, be they looking to tender or not. Opportunities are presented either via Tenders posted or via sub contract opportunities from Tenders awarded to larger companies.

Future developments

- **New Sell2wales will be the central portal for (going live Oct 2011) :-**
 - Xchangewales
 - Buy4wales
 - Sell2wales
- **A “live” PQQ (Pre Qualification Questionnaire) option – March 2012**
- **A “live” ITT (Invitation to Tender) option – June 2012**



www.Sell2wales.co.uk

Any questions?



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