

Winning Public Sector Business

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October 2009



D DERBYSHIRE
County Council
Improving life for local people

County Procurement Services

Spend

- National £175 billion
- East Midlands £3 billion
- Derbyshire £350 million





Who Buys?

- Healthcare
 - Hubs
 - PASA
 - PCT's
- Police
 - Home Office
- Fire and Rescue
 - Firebuy
- Schools and Universities

Who Buys in Central Government?

- Government
 - Office of Government Commerce
 - Business Solutions
 - Defence
 - Work and Pensions
 - Department for Children, Schools and Families
 - Business Innovation and Skills



Who Buys in Local Government?

- City
- County
- Borough
- District
- Town and Parish
- Others



Where to Find Opportunities

- www.derbyshire.police.uk Derbyshire Constabulary
- www.derbyshire-fire-service.co.uk Derbyshire Fire and Rescue Service
- www.supply2.gov.uk Government Contract Opportunities
- www.contracts.mod.uk Ministry of Defence
- www.resource-cph.nhs.uk NHS Re:source Procurement Hub
- www.ogcbuyingsolutions.gov.uk/suppliers Office of Government Commerce Buying Solutions (Catalyst Supplier Zone)
- www.ted.eur-op.eu.int Official Journal of the European Union
- etenders.london2012.com Olympic Delivery Authority
- www.london2012.com/futureopportunities Olympic Delivery Authority



Winning Public Sector Business

Derbyshire



www.sourcederbyshire.co.uk



 **DERBYSHIRE**
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Derbyshire

source derbyshire

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The Source portals (Derbyshire, Leicestershire & Rutland, Lincolnshire, Nottinghamshire and Northamptonshire) have been created with funding from the East Midlands Centre of Excellence to bring buyers and suppliers together.

One of the key objectives is to make it easier for businesses to find out about new sources of potential revenue, and therefore, grow and develop to the benefit of the local economy.

As well as new contract opportunities, you will also find a list of recurring contracts which you may be able to bid for in the future.

Most of the contracts listed here are for services and equipment required by Derbyshire County Council, Derby City Council and the eight district and borough councils in the county. But if you have a contract, or a requirement you want to advertise, you too can publish it on this website for free, subject to the approval of the portal administrator.

If you want to cast your net further afield to find contracts that are being offered elsewhere, go to one of our other Source sites. Links to all these sites are included in the links section. There is also a link to Source East Midlands. This has a news section to help you keep up to date with the latest business news in the region.

Other features include a free newsletter, which you can subscribe to, and an events section with important dates for your calendar. Explore the navigation bar on the left to find your way around the site and see what else it has to offer.

Spend Areas in the County Council

- Adult Care
- Agency Staff
- Building Schools for the Future
- Building Maintenance
- Care
- Catering
- Construction
- Construction (roads and bridges)
- Consultancy
- Design
- Goods and Services
- Information Technology
- Laboratory services
- Landscape
- Libraries
- Maintenance (roads and bridges)
- Occupational Health
- Passenger Transport
- Print
- Public Relations
- Vehicles
- Venues
- Waste



Derbyshire

source derbyshire



www.sourcederbyshire.co.uk

source leicestershire



www.sourceleicestershire.co.uk

source lincolnshire



www.sourcelincolnshire.co.uk

source
nottinghamshire



www.sourcenottinghamshire.co.uk

source
northamptonshire



www.sourcenorthamptonshire.co.uk



Derbyshire County Council

Opening up Opportunities

- Financial Regulations
- Three year rolling programme
- Transparency of spend
- Spend areas – meet the buyer opportunities
- Tendering for Work Seminars





Types of Contracts

- Frameworks
- Term Contracts
- Spot Contracts
- **OJEU Process** (Official Journal of the European Union)
- Non OJEU Process

Building Blocks

- Policies
 - Equality and Diversity
 - Sustainability
 - Health and Safety
 - Environmental Management
- Quality Systems
- Financial
- References



Your Opportunity

- Sub-Contractor
- Offering Innovative solutions
- Value for Money



Seminar Dates

- Tendering for Work Seminars
 - December 2009
 - January 2010



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Q & A