

# Winning Public Sector Business

October 2009



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



# Derbyshire



[www.sourcederbyshire.co.uk](http://www.sourcederbyshire.co.uk)





# Derbyshire



The header of the 'source derbyshire' website. It features the word 'source' in a large, white, sans-serif font and 'derbyshire' in a smaller, blue, sans-serif font. To the right is a landscape photograph of a green field with a stone wall and trees under a blue sky.

**Home**

Current Contracts

Recurring Contracts

Contract Awards

Contacts

Partners

Submit a Contract

Useful Documents

Register for Newsletter

Links

Events

## Home

*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](http://www.sourcederbyshire.co.uk)

source leicestershire



[www.sourceleicestershire.co.uk](http://www.sourceleicestershire.co.uk)

source lincolnshire



[www.sourcelincolnshire.co.uk](http://www.sourcelincolnshire.co.uk)

source  
nottinghamshire



[www.sourcenottinghamshire.co.uk](http://www.sourcenottinghamshire.co.uk)

source  
northamptonshire



[www.sourcenorthamptonshire.co.uk](http://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



## Winning Public Sector Business



# Q & A