

# CompeteFor Update

An extraordinary newsletter for the Department for Business, Enterprise and Regulatory Reform

December 2007

## LAUNCH!

**CompeteFor – the chosen site of London 2012 for the publication of Games-related contract opportunities – will be launched in Manchester on 16<sup>th</sup> January 2008**

**CompeteFor** – an electronic brokerage service – will be launched in Manchester on 16<sup>th</sup> January at a London 2012 Business Network breakfast for invited stakeholders. This event will be followed up by regional launch events during January and February.

Since October the regions have been **piloting the service**, focusing on supplier registrations. Over 1000 businesses have

registered during the pilot, of which around 400 have been referred to their local Business Link for support to get 'fit to compete'.

CompeteFor nations and regions engagement manager Hannah Darvill has been touring the country, helping to ensure all stakeholders are briefed and ready for the launch of CompeteFor.

Meanwhile, behind the scenes, the technical teams have been working hard to complete the CompeteFor website – on schedule – on 12<sup>th</sup> December, the Helpdesk has been busy taking calls from users, and the **Buyer Engagement team** has started work to ensure there are live opportunities on the system in time for the launch.

**Representatives of all nations and regions have been working with the CompeteFor team to get ready for the launch**



Business Link West Midlands gateway and business advisory staff attended a CompeteFor workshop. CompeteFor N+R engagement manager **Hannah Darvill** demonstrated the website, and Business Link WM quality manager **Dennis Christie** explained how to manage business support referrals from the CompeteFor website.



Representatives of **Highlands & Islands Enterprise** met Hannah in Inverness to discuss their operational readiness.

**During the pilot, businesses across England have been registering in anticipation of London 2012 sub-contracts**

**Three Counties Gourmet** is a small business based in rural Herefordshire producing natural mustards, sauces, chutneys and dressings whose values include keeping production in the UK and providing flexible working opportunities for the community.

**Managing Director Della Swift** heard about the CompeteFor pilot via her trade organisation newsletter. She said 'I had not previously considered the possibility of being a supplier to the London 2012 Games but the CompeteFor website was welcoming and I realised that I'd like to be part of 'putting on a good show' in 2012. I believe we could help showcase to visitors how good the food can be in the UK these days. Using local produce would also help reduce the



carbon footprint of the Games'.

**Delia** intends to make use of the support provided by Business Link West Midlands to help Three Counties Gourmet get fit to supply to the Games and/or to navigate the rigours of public procurement. Although she describes her business as a 'cottage industry' today, her growth plans are ambitious and she wants to exploit modern technologies as much as possible. She said 'John at Business Link has raised my awareness of the support on offer from the Manufacturing Advisory Service and he's also going to send a procurement advisor to see me; I wouldn't have had that conversation with John if it hadn't been for CompeteFor'.

**At the launch the URL for CompeteFor will be [www.london2012.com/business](http://www.london2012.com/business)**

## How does registration work?

### What's in it for suppliers?

Registering for CompeteFor means potential suppliers will be automatically matched to relevant new opportunities and invited to apply for them online.

The CompeteFor service also provides the means for UK businesses to access local diagnosis and tailored business support in order to become fit to compete.

### What's in it for buyers?

Registering for CompeteFor provides buyers with access to a wider, more diverse supplier base, and the tools to short-list suppliers to meet their specific needs.

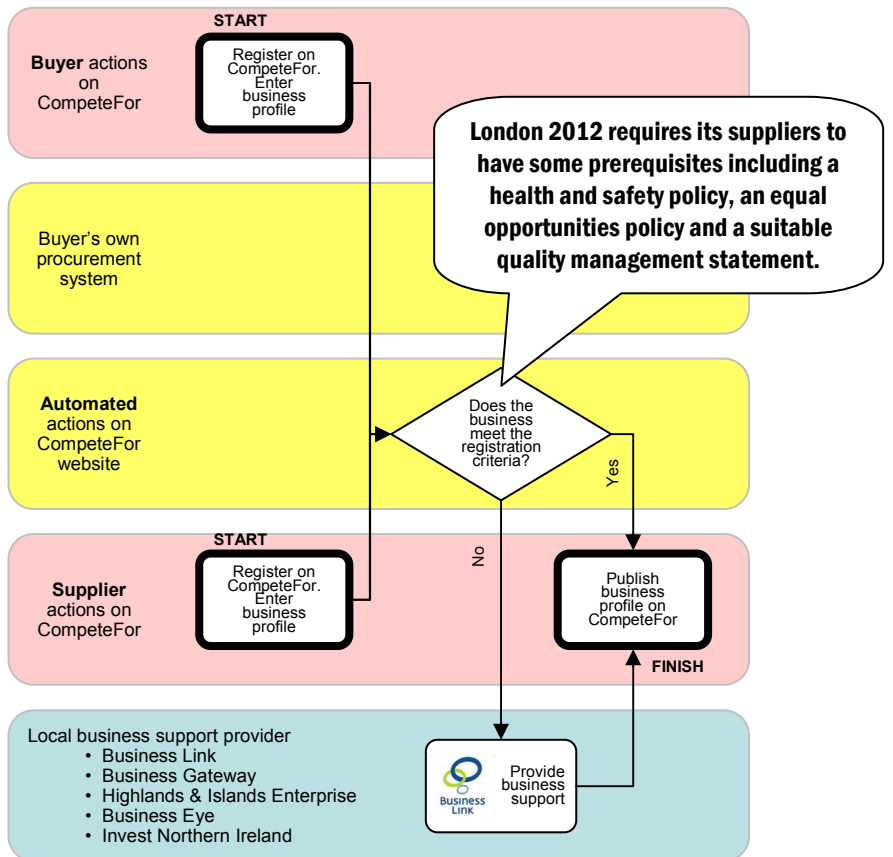
### How can we be sure buyers will use CompeteFor?

Buyers at every level of the London 2012 supply chain will be contractually required to advertise new contract opportunities online using CompeteFor. The Buyer Engagement team will reinforce this requirement.

### How many contracts will there be?

It is estimated around 10,000 sub-contracts will be advertised on CompeteFor stemming from the ODA alone. Other tier 1 buyers include LCOG and the five host boroughs.

## CompeteFor registration process



## How does the business opportunity process work?

### How does it all work?

Once your business profile is published on CompeteFor you will be automatically matched to relevant new opportunities according to the business categories you have selected, and invited to apply online via a short-listing questionnaire set up by the buyer.

CompeteFor is not an e-tendering website; buyers will specify their requirements on CompeteFor, apply weightings to their requirements, and then select a short-list from those that have applied. Later, once the procurement process has been completed using the buyer's own tendering process and procurement system, the name of the winning bidder (and in many cases the contract value) will be recorded on CompeteFor. Bidders who are short-listed but unsuccessful will receive feedback from the buyer.

### Will the Regional Development Agencies receive data about the success of businesses in their regions?

Of course. As funders of CompeteFor the RDAs will receive a suite of reports covering regional success rates by sector, business size and diversity.

## CompeteFor business opportunity process

