

➔ Supply2.gov.uk

eSHOT



A new year brings new challenges

Make a resolution to explore options for growth

More small and medium-sized enterprises (SMEs) should consider selling to the UK public sector, to place their business at the heart of a market that spends around £220 billion a year on works, goods and services.

The Supply2.gov.uk portal, used now by over 190,000 SMEs to identify potential opportunities to sell to the public sector, has advertised in excess of 155,000 contract opportunities.

The portal focuses on advertising opportunities which fall below the EU procurement Thresholds – ie those not eligible to be advertised in the Official Journal of the European Union (OJEU) due to their lower values, which typically fall below £100,000. However, contracts of all values can be found on the website and a growing number of small businesses throughout the UK are integrating this free resource into their business practices as a reliable and easy way of identifying new business leads.

EU procurement: New advertising thresholds

The new advertising thresholds, published on 1 January 2010, will apply for two years. The revised values dictate the advertising thresholds of the Official Journal of the European Union (OJEU). Contracts with values which fall below the new advertising thresholds are not required to be advertised in the OJEU and are generally referred to as 'lower-value'. Supply2.gov.uk is the national advertising platform for these opportunities.

[View the revised EU thresholds](#)

Tell businesses in your network about Supply2.gov.uk

The public sector spends approximately £220 billion per annum on works and bought in goods and services, covering requirements from all aspects of industry. Supply2.gov.uk is relevant to all businesses.

Supply2.gov.uk provides a central UK platform where SMEs can register free of charge and view the latest opportunities to sell to the public sector throughout the UK. Buyers across the entire public sector can advertise their notices directly on Supply2.gov.uk, and they can also use the Supplier information Database to search for suppliers based on their requirements – so if you're not registered on the portal you will be missing valuable opportunities to supply.

[Visit Supply2.gov.uk](http://Supply2.gov.uk) for more information

“For a company like ours that works with large public sector businesses across the UK, the Supply2.gov.uk service is virtually a 'must-have'. It is easy to use, with a straightforward process for selecting the documents you need, and we also take advantage of the email alert system. Using the service, we won a contract with Northern Ireland public transport provider Translink for its corporate Culture Change programme.”

David Hill, Chairman of Echelon Learning based in London.

For further information on Supply2.gov.uk to communicate to your network, please contact phil.adams@supply2.gov.uk

Update your website



Update Supply2.gov.uk information published on your website

Since August 2009, **Supply2.gov.uk** has been free of charge to search online for UK-wide lower-value contracts – spread the news

If you have not yet updated information on your website to reflect this change, please use the below information to publish on your website.

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Supply2.gov.uk is a Government-backed resource created to provide SMEs with online access to UK-wide lower-value public sector contract opportunities, which fall below the EU Procurement Thresholds (typically below £100,000).

Register for **FREE** as a supplier and access UK-wide lower-value contracts online. Once registered, you can also benefit from daily email alerts, notifying you of the latest contracts which match your Alert Profile in a **FREE** location of your choice. You will also benefit from:

FREE access to high-value OJEU contracts in the same free location for one year

FREE promotion of your business via a company profile

FREE secure online storage of your company's PQQ information

FREE online public sector resources and guidances

For further information and to register for **FREE**, visit **www.supply2.gov.uk**

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The next **Supply2.gov.uk** eShot will include the results of the recent customer feedback survey. If you would like to receive this information first or would like any additional information on the **Supply2.gov.uk** portal for any upcoming communications to your members, please contact **phil.adams@supply2.gov.uk**

FREE ENTRY Procurex National – the UK's leading event connecting buyers and suppliers



Procurex
NATIONAL
THE PROCUREMENT EXHIBITION

9-10 March 2010
National Exhibition Centre,
Birmingham

Supported by **Supply2.gov.uk**, **Procurex National** is your one-stop shop to network with the UK's public sector buying community, including some of the most influential buying consortia.

Central to the event will be over 20 free training workshops aimed at helping private sector businesses to improve their understanding of public sector procurement, including how to put together winning tenders.

Key training topics covered will include:

- **Do's and Don'ts of Tendering**
- **Understanding the Contract Advert**
- **Accessing Lower-Value Public Sector Contracts**
- **How to Win Business from the London 2012 Olympic & Paralympic Games**

REGISTER **FREE** TODAY AT
www.procurexnational.co.uk

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