

Tendering for UK 2012 Contracts

Among the very many problems concerning this topic is that all who listen to the various speakers on 2012 - wrongly assume that they will benefit from the event - without any effort on their part and all they have to do is put their name on a list.

This will not happen - (a) because of the size of the initial contracts - (b) when the smaller contracts are available the firms who have successfully delivered these contracts - have already a well established communication channel with the 2012 contract providers - which makes it a lot easier and more cost effective to continue the relationship with existing suppliers - and not engage with others who have no experience of the processes involved.

The larger firms who have all their bidding teams in place - can sub-divide these teams to enable them to bid for the smaller contracts - it is much easier to deal with someone you know will deliver - than someone of whom you have no knowledge, in spite of what is being said by the ODA.

There really should be a section that deals with major projects and one that deals with minor projects - so that small firms from throughout the UK know in advance

(c) who to contact and (d) that they will not be competing against the larger firms, but against each other.

(e) All small firms who wish to obtain contracts - should form bidding teams or consortiums - this saves time, resources and funds, plus the tendering providers are much happier dealing with the leader consortium of bidding team - than dealing with all the different interested persons individually.

(f) All firms who wish to obtain contracts - should have formal training in the tendering and contracting process - to ensure that they understand what is required and is prepared to engage with contract providers and deliver what is required.

(g) From my experience, small firms are very reluctant to spend time and money on learning about the tendering process and so I am concerned that although all will be expected to pay for the games - only some will benefit from the games, because they are not organised or prepared.

(h) Having heard firms say so many times that they steer away from the public sector - I think it is worth repeating that the money spent by all public sector agencies - is collected from the same firms who decline to take part in the process.

(i) Taking part in the tendering and procurement process should be of concern to all firms, including start-ups, it is a huge market and it should be pointed out that the recent furore over bid rigging - was in part about some firms who wish to stay in the game - tendering bids that they know was too high just to be part of the game.

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Very best regards

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About the Author

Notes for Editors: About Tendering for Contracts Training (TfCT) Lloyd Sewell (Director of Tendering for Contracts Training Ltd) identified the crucially important need for the effective training of individuals and firms who wish to become suppliers to public sector agencies. He developed and successfully delivered a series of workshops. Programme refinement led to endorsement by SFEDI in 2004 and qualification for an Innovation Grant from the DTI in 2005, which has led to the programme being accepted for external assessment and accreditation by ASET in December, 2006, TfCT became a registered training centre under the Chartered Management Institute in December, 2007. TfCT began in 1998 after Sewell approached a number of public sector agencies with the aim of getting their support for business development training specifically for Small to Medium Enterprise. Sewell (a Jamaican by birth, residing in the UK) realised that, principally because of the resources available to them, SMEs are usually unable to demonstrate the competence in document preparation and presentation that public sector agencies demand, Moreover, black SMEs also find it difficult to demonstrate effective management for any contracts that public sector agencies award them. TfCT was supported by the (old) UK-DTI both in 1998 to 2000 during the pilot phase and again in 2005 during the final online development phase. Tendering for Contracts Training is approved and registered by all Business Links in the UK. Further information from: Lloyd Sewell +44 1483 267098 / +44 7866 607107

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