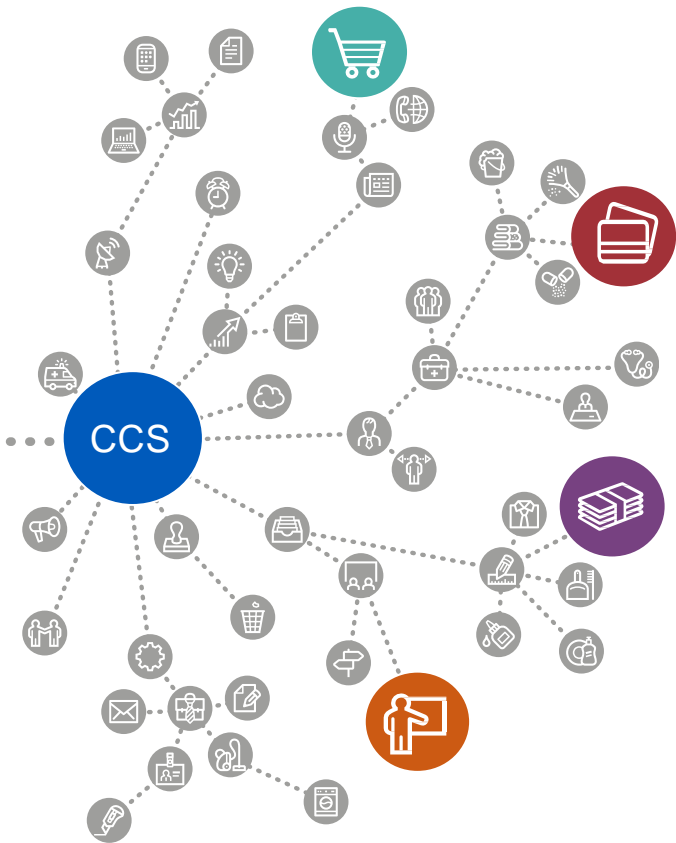


## Stephen Tokley – Crown Commercial Service

SMEs and government procurement

# The Public Sector Challenge



Increased demand for public services

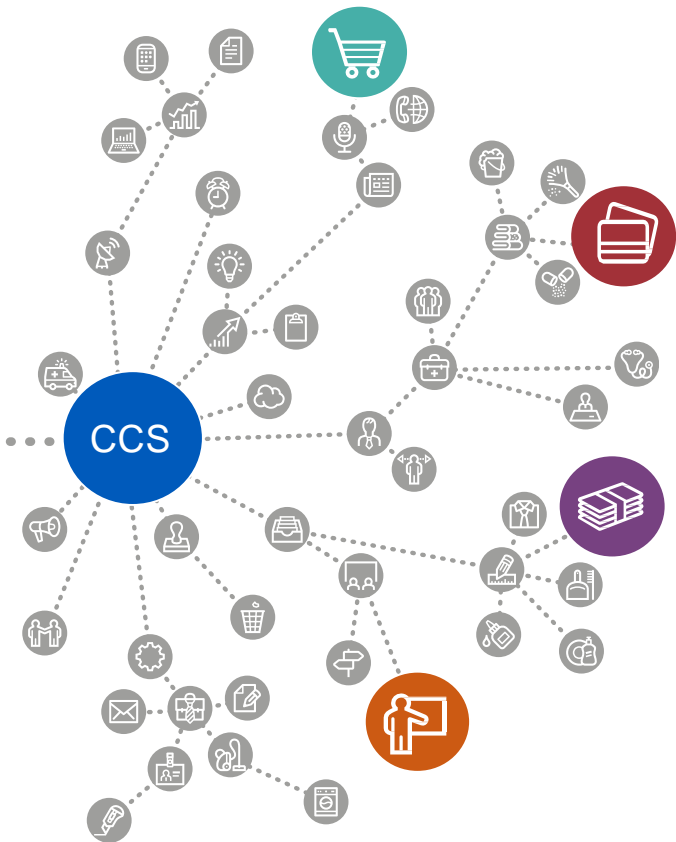
Continued financial constraints

New ideas and technology are changing the way citizens interact with the state

Expectations of public services are higher than ever before

Need to balance ensuring good quality public services and delivering efficiency gains

# Delivering effective and efficient public services



Making considerable savings for the taxpayer on procurement

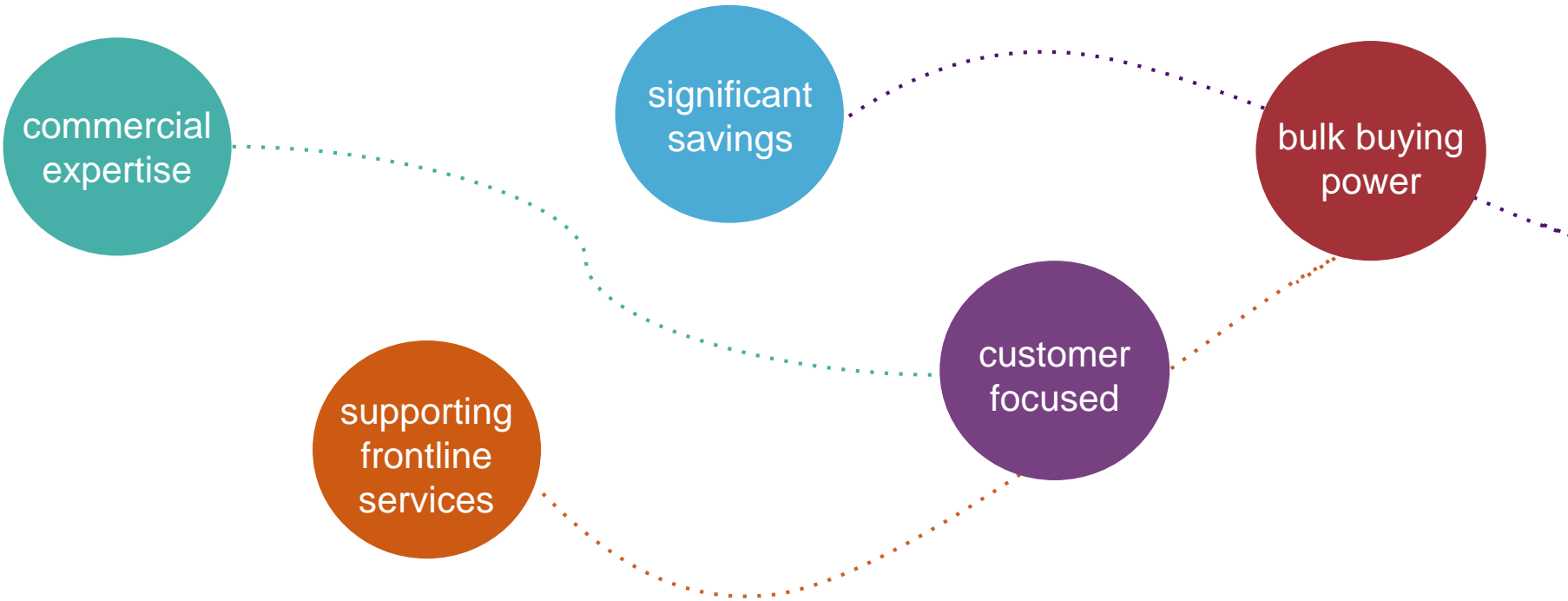
Spending money wisely to protect frontline services

A renewed focus on using digital technology to deliver services

Supporting innovation and improved delivery models

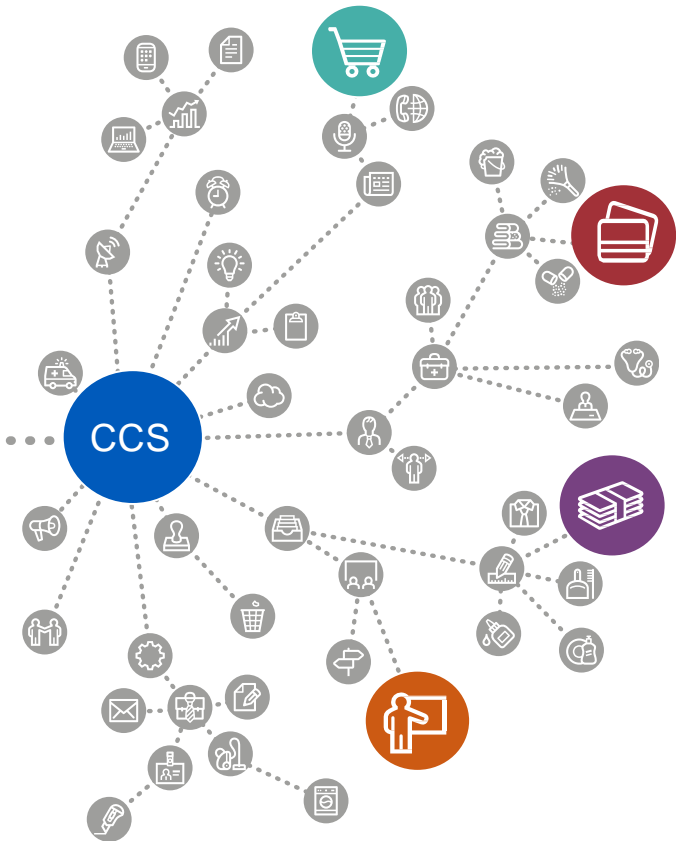
# Introducing the Crown Commercial Service

We help organisations across the entire public sector save time and money on buying the everyday goods and services they need...



We aim to help our customers save £2 billion between 2016 and 2020

# Our focus and priorities



Maximising commercial benefits

Focusing on our customers

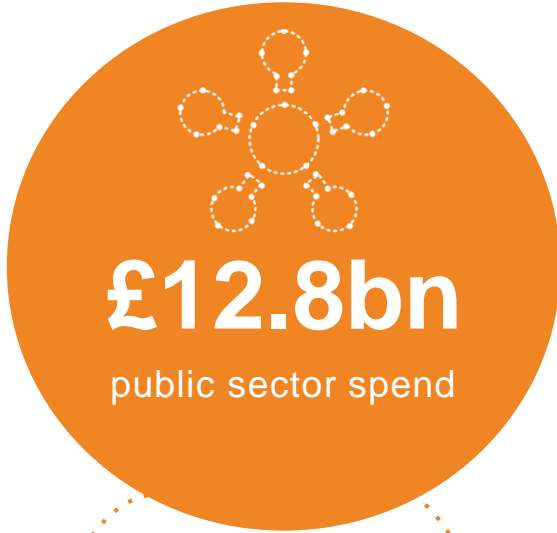
Strengthening the UK economy through effective policy delivery

# Our customers

The image displays a grid of 100 icons representing various customer sectors. The icons are arranged in a 10x10 grid. The following table lists the highlighted customer categories and their corresponding icons:

Customer Category	Icon Description
Devolved Administrations	Green circle with a person and circuit lines
Government Departments	Blue circle with two hands shaking
Local Government	Teal circle with a plant growing
Health	Blue circle with a white cross
Education	Orange circle with a book and pencil
Housing Associations	Dark purple circle with a building
Emergency Services	Dark red circle with an ambulance
Charities / Third Sector	Dark purple circle with a person and arrows

# Our numbers for 2015/16



Number of customers:  
**17,000**  
Number of suppliers: **5,000+**

# The areas we work in

## Buildings

- facilities management
- maintenance & repair
- utilities & fuels

£520m savings by 2019/20

## People

- permanent & temporary staff
- outsourced services
- advisory services

£420m savings by 2019/20

## Technology

- cloud & digital solutions
- network services
- software
- technology products & services

£520m savings by 2019/20

## Corporate Solutions

- travel
- fleet
- office solutions
- print, post & storage
- marketing & comms
- financial services
- contact centres

£540m savings by 2019/20



# Delivering policy priorities



## **SMEs:**

Increase SMEs' share of CG procurement spend to 33% by 2020

Sign up all 32 strategic suppliers to the Prompt Payment Code



## **Growth:**

Ensure government procurement drives vfm, economic growth and jobs

Support Manifesto commitment on 3m apprenticeships by 2020



## **Simplification:**

Embed the flexibilities of the new regulations; cut red tape – be compliant

Reform/simplify CCS documentation and processes; easy to do business



## **Transparency:**

Enable more transparent commercial information via open contracting data

Deliver initiatives on anti-corruption and beneficial ownership

# Government is Open for Business

Government manifesto commitment:

By the end of this Parliament £1 in every £3 we spend will be with small businesses in the UK

- What we're doing
  - Contracts Finder
  - Making it more simple
  - Prompt Payment
  - Mystery Shopper
  - Crown Rep for Small Business & SME panel
  - SME Champions
- "Government is Open for Business" Campaign





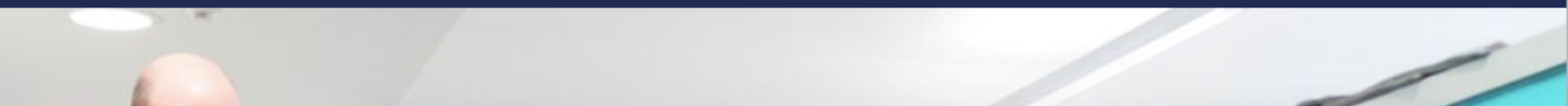
Crown  
Commercial  
Service

# Selling to government

**A guide for small and medium-sized  
enterprises (SMEs)**

by Emma Jones

and the Crown Commercial Service



## Procurement reforms

Simpler and more standardised questions – and no two stage processes for lower value contracts

Prompt payment – 30 day payment terms in direct contracts and supply chains

Mystery shopper – refer poor practice to [mysteryshopper@crownccommercial.gov.uk](mailto:mysteryshopper@crownccommercial.gov.uk)

## Contracts Finder

Contracts Finder is the Government's single online portal which lists contract opportunities above £10,000 in central government and above £25,000 across the rest of the public sector

Register and search for opportunities at no cost at [www.gov.uk/contracts-finder](http://www.gov.uk/contracts-finder)

## Direct Contracts

Look at the notices on Contracts Finder

If your business is experienced in winning and delivering contracts of similar sizes and types to those you see consider bidding

# Contracting with large suppliers to government

You could join a government supply chain

Look at Contracts Finder to see what contracts have been awarded to big businesses

Contact them or look on their web

# Become a supplier to CCS

CCS agreements cover communications services, construction, e commerce, energy, fleet, technology, office solutions, print, professional services (including temporary labour), property and facilities management, research and travel



## Any Questions?