

SME Case Studies: IT and Telecommunications



Jan – Feb 2012 we successfully advertised opportunities on Contracts Finder for SMEs to bid. 2 examples below.

Provision of WI Max Equipment

Requirement:

A requirement for the provision of a radio system was identified by the Centre for Applied Science and Technology. This system would allow the business area to enhance their rapid deployment capabilities.

Approach: Following analysis of available frameworks, it was decided that this was an opportunity that could easily be fulfilled by the SME community.

Interest:

	EOI	Accept	Declined	Non Response	Bid	Draft Bid	Accepted No Bid
SME	4	4	0	0	4	0	4
Non SME	0	0	0	0	0	0	0
Totals	4	4	0	0	4	0	4
% chance of being awarded	100%	100%			100%		

Time: The procurement process from issue of note to contract placement conducted in under 2 weeks.

Outcome: The requirement was tendered amongst SMEs with a contract awarded at the value of £30k.

Provision of a Database

Requirement:

A requirement for the provision of an access database for the production of profile reports in correct format was identified by the Office of the Chief Information Officer. The database was required to extract and collate spreadsheet data automatically from emails, improving turnaround and effectiveness.

Approach: Following analysis of available frameworks, it was decided that this was an opportunity that could easily be fulfilled by the SME community.

Interest:

	EOI	Accept	Declined	Non Response	Bid	Draft Bid	Accepted No Bid
SME	5	3	2	2	1	0	1
Non SME	0	0	0	0	0	0	0
Totals	5	3	2	2	1	0	1
% chance of being awarded	100%	100%			100%		

Time: The procurement process from issue of note to contract placement conducted in under 2 weeks.

Outcome: Contract successfully awarded to an SME with a value of £20k.

What we achieved

- New SME suppliers to the Home Office
- Procurement exercises completed within 2 weeks from issue of note on Contracts Finder
- 100% of the contracts awarded to SMEs with a joint contract value of £50,800