



## SME Case Study: CCTV Provision at the Port of Dover

### Award of Contract to Supply and Install CCTV at the port of Dover

**Requirement:**

Supply and Install of CCTV and related equipment

**Approach:**

Although we had identified the requirement for a National review of CCTV at Ports and Airports, due to the redevelopment taking place at the Port of Dover and the need to meet the timescales of the Port, a decision was made to run the procurement for the supply and install at Dover only.

Two supplier engagement sessions were advertised on Tendering Electronic Daily and took place in Croydon and Manchester - 25 suppliers attended. In addition during the Tender process, those suppliers that had registered an interest on the Sourcing tool were invited to attend a two hour tour of the site to gain a better insight into the requirement.

**Interest:**

In total 47 suppliers registered an interest in the Tender, 4 suppliers (all SME's) submitted bids and 3 participated in the reverse auction.

**Time:**

The procurement process from publish of OJEU to award was 3 months



**What we achieved:**

The contract was awarded to an SME, Universal Security Systems

We carried out successful debriefs with the unsuccessful bidders to advise where they may improve in the future which has proved beneficial to all parties.

Savings of over £33,000