



# Webinar: Accessing public sector contracts



London  
Anchor  
Institutions'  
Network

# About this event

This webinar has been organised by members of the **London Anchor Institutions' Network** - some of London's largest and most well-known organisations

We are collaborating on a number of areas to benefit London, including how to support more small and diverse businesses.

This webinar will provide an overview of the public sector procurement process and will provide:

- **Examples of what we buy**
- **Where to find opportunities**
- **How to register as a supplier**



# Agenda

Welcome Greater London Authority	<b>Alex Conway</b> - Assistant Director, Economic Development	10.00 – 10.05
Greater London Authority Transport for London	<b>Katherine Adams</b> - Business Partner	10:05 -10:15
Metropolitan Police Service	<b>Laura Grant</b> - Head of Procurement Professional Services	10:15 -10:25
Bloom	<b>Helen Linklater</b> - Commercial Director, Enablement and Performance	10:25 -10:30
National Health Service	<b>Kieren Gray</b> - Client Solutions Director	10.30 - 10.35
London Fire Brigade	<b>Michelle McCann</b> - Executive Director, Sustainability and Social Value	10:40 - 10:50
London Business Hub	<b>John Tunnicliff</b> - Deputy Head of Procurement, Technical and Commercial	10:50 - 11:00
Close	<b>Josephine Clarke</b> - Senior Communications Officer, GLA	11:00 – 11:10
Greater London Authority	<b>Souraya Ali</b> - Head, London Anchor Institutions Programme	11:15 – 11:20



# Housekeeping

1. Session will be recorded
2. Slides will be circulated afterwards
3. Specific questions should be addressed via the various portals / help pages signposted during this event
4. General follow up questions can be sent to [recovery@london.gov.uk](mailto:recovery@london.gov.uk)



# Greater London Authority Group

Katherine Adams

*Business Partner, Collaborative Procurement*



# Greater London Authority – Procurement

## Encouraging Supplier Diversity

# Working together with the GLA Group Functional Bodies

**OPDC**  
OLD OAK AND  
PARK ROYAL  
DEVELOPMENT  
CORPORATION

**LFB**  
LONDON FIRE BRIGADE

**GREATER  
LONDON  
AUTHORITY**

**LONDON LEGACY  
DEVELOPMENT  
CORPORATION**

 **METROPOLITAN  
POLICE**

**MOPAC** | **MAYOR OF LONDON**  
OFFICE FOR POLICING AND CRIME

 **TRANSPORT  
FOR LONDON**  
EVERY JOURNEY MATTERS

# The Greater London Authority

**The principal purposes of the GLA are, for Greater London, the promotion of:**

- Economic development and wealth creation
- Social development
- Improvement of the environment

*'Making London a more equal, fair and sustainable city through Responsible Procurement.'*

- Social value is the economic, social and environmental well-being of our communities, in London and beyond
- Delivered via the Mayors Responsible Procurement Policy
- The RP Policy focuses on a number of ambitions including, **'improving supply-chain diversity'**





# The Greater London Authority

## Our procurement

The GLA sets the budgets of the Functional Bodies.

- The GLA Group procures £9.5m of goods, works and services each year

The GLA is also responsible for the budget to support the delivery of Mayoral plans and priorities and to run City Hall, including:

- Housing and Planning
- Good Growth
- Adult Education Budgets
- Communities and skills



### GLA 2021/22 Spend:

<b>Total 'addressable' spend</b>	£185m
<b>Direct SME spend</b>	£16.8m
<b>SME spend - % of total</b>	9%

GLA procurement is delivered by TfL, following TfL processes and systems from purchase to pay.

# The Greater London Authority

## Reducing barriers for SMEs

**Commitment:** The GLA Group is committed to increasing spend with SMEs, diverse-owned business and London-based businesses, working towards 20%

- The City Hall has pledged to spend 30% directly and indirectly

New Responsible Procurement Implementation Plan

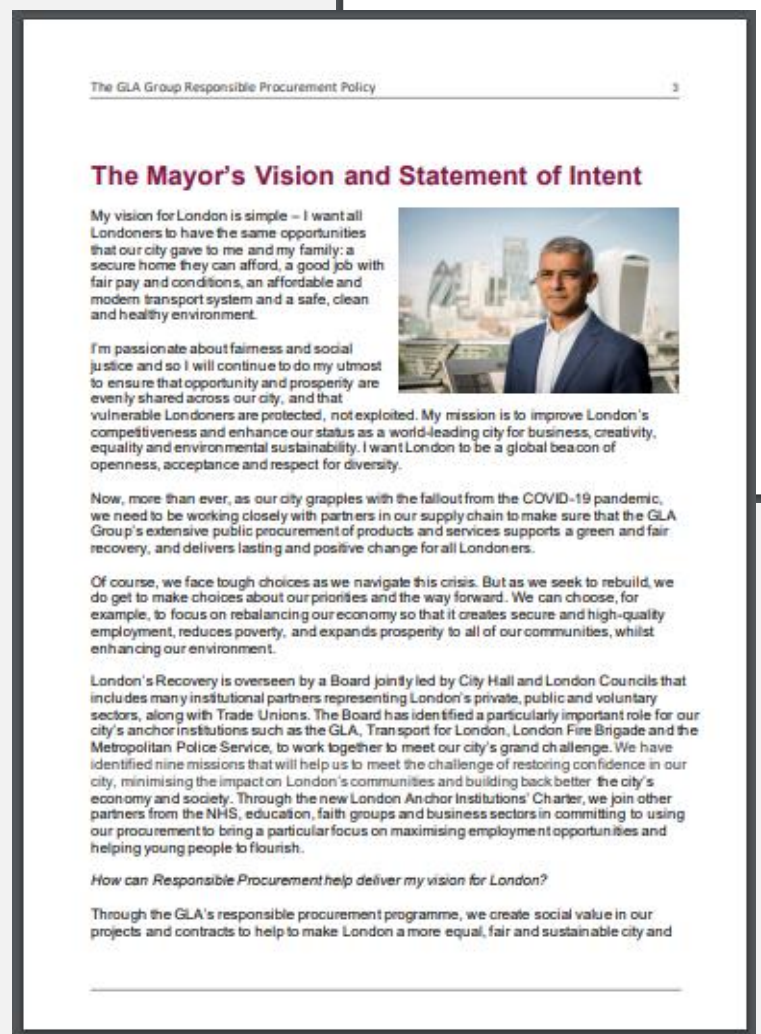
**Reserving contracts for SMEs:** Recently involved with a GLA Group trial to Reserve (under threshold) contracts for SMEs/VCSEs as in line with Cabinet Office guidance.

- Next steps will be a review and approach on wider implementation.

**Continued engagement and guidance:** To the market and our Procurement teams to enable greater access to our supply chain.

**Review of insurance levels and other financial requirements.**

**Social Value** is a requirement across all public sector contracts.



# The Greater London Authority

## What we buy for the GLA Group:

Categories	
Marketing (advertising, creative, market research, media & campaigns)	Management consultancy (not including audit)
Recruitment services	Engineering consultancy
Learning & development	Legal
Records storage & associated services	Travel, hotel & rail
Transcription	Event management
Couriers	Office equipment & supplies
Postage	Office furniture
Print	Office moves
Professional services consultancy	

# The Greater London Authority

## What we buy at City Hall:

Categories	
Social Services including Rough Sleeper support	European Programmes
Energy Performance	Environmental Programmes
Social Policy	Facilities Management
Community support	IT
City Operations	Property Development including housing and commercial development
Education & Youth Support	
Skills & Employment	
Health	
Culture & Creative	

# The Greater London Authority

## Some contract opportunities from our pipeline:

- Pan Business Travel (Air, Rail & Accommodation) (£2.2m)
- Conference and Venue Hire (£1.3m)
- Executive Talent Acquisition (new Framework)
- Media Monitoring and Press Cuttings (700k)
- MOPAC Research Services Contract (TBC)
- Unconscious Bias framework (£150k)
- Professional Services including GLA Land Insight (£53k)
- Newspapers and Periodicals Subscription (£60k)
- **GLA event management framework**
  - Coming out in next few months (Jan 2023 start)
  - **Framework restructure to greater allow for Micro and SMEs**
  - Includes event management for St George's day, Diwali, careers events, etc

(These are subject to change/short notice cancellation).



# The Greater London Authority

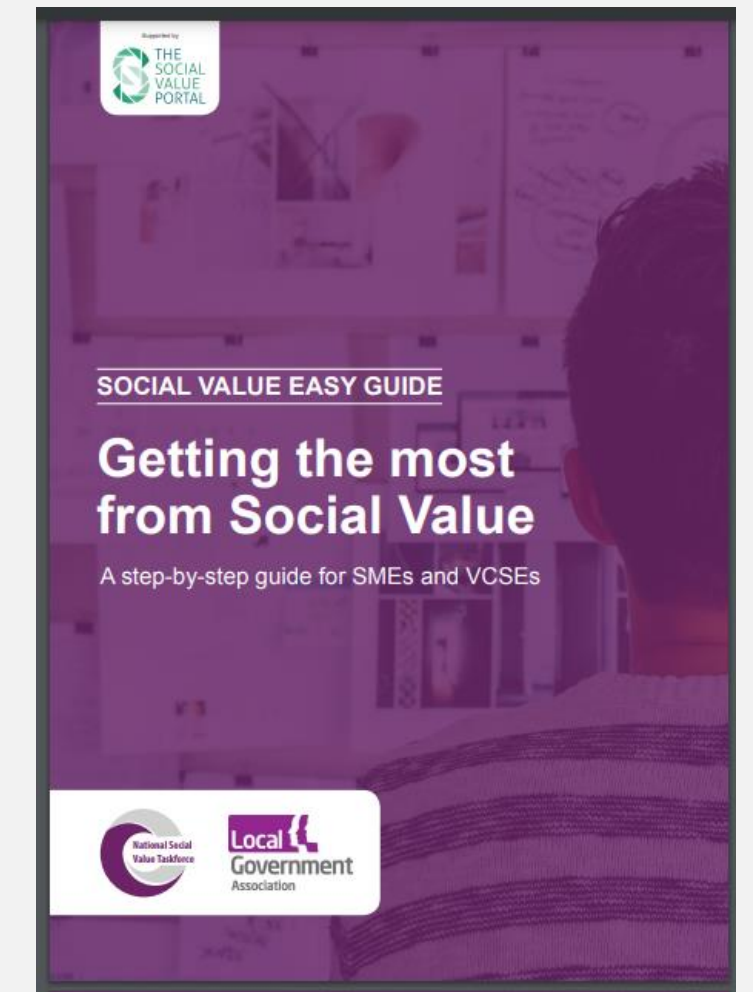
## Social Value Weighting

### The advantages for SMEs

- Small businesses tend to hire locally and many contracts will specify increasing employment in affected areas as an objective.
- Locally focused SMEs will be providing all of their employee training, apprenticeships and work experience opportunities in those areas as well.
- SMEs are often embedded within their community
- SMEs have relationships with other local businesses.

### What does good Social Value mean to us

- Get to know our requirements – TfL supplier web pages,
- How is Social Value measured: Mayor's Responsible Procurement Policy, London Themes Outcomes and Measure (TOM)
- Attend market engagement events and sign up on relevant procurement portals
- Can you develop an approach – measure what you already do around Social Value
- Answer the question
- Prepare to manage and report to demonstrate what you've delivered.



Guidance for SMEs on Social Value  
(Click image to access)

# The Greater London Authority

## Further Support for SMEs

### SME Climate Hub



- Tools – Free carbon calculator
- Training – Free Climate Fit course
- Guidance – Financial Incentive, setting a strategy

<https://smeclimatehub.org/>

### ReLondon



- Supporting SMEs to transform their businesses to waste less and reuse, repair, recycled and share more
  - Masterclasses
  - Circular pilot grant schemes
- Matchmaker portal between buyers and SMEs
- Also support and training for Public sector

<https://relondon.gov.uk/>

# The Greater London Authority

## Next steps

1. Engage with our procurement process
2. Get your house in order
3. 'Prepare' your social value offer

**TfL update to follow which will include steps for our procurement process**

Email:

[glagroupcollaborativeprocurementprogramme@tfl.gov.uk](mailto:glagroupcollaborativeprocurementprogramme@tfl.gov.uk)

RP policy: [www.london.gov.uk/rp-policy](http://www.london.gov.uk/rp-policy)





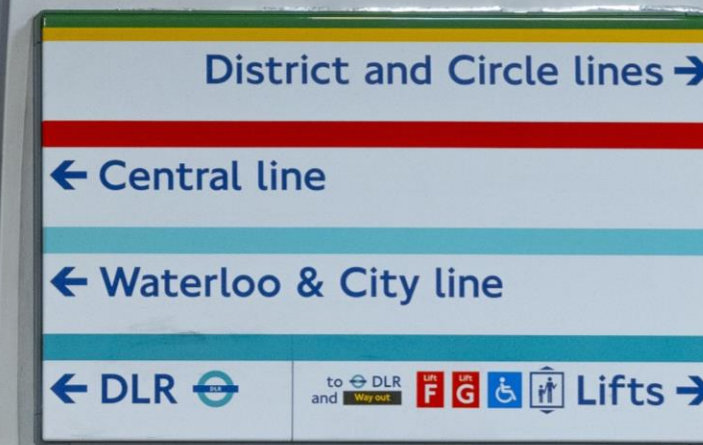
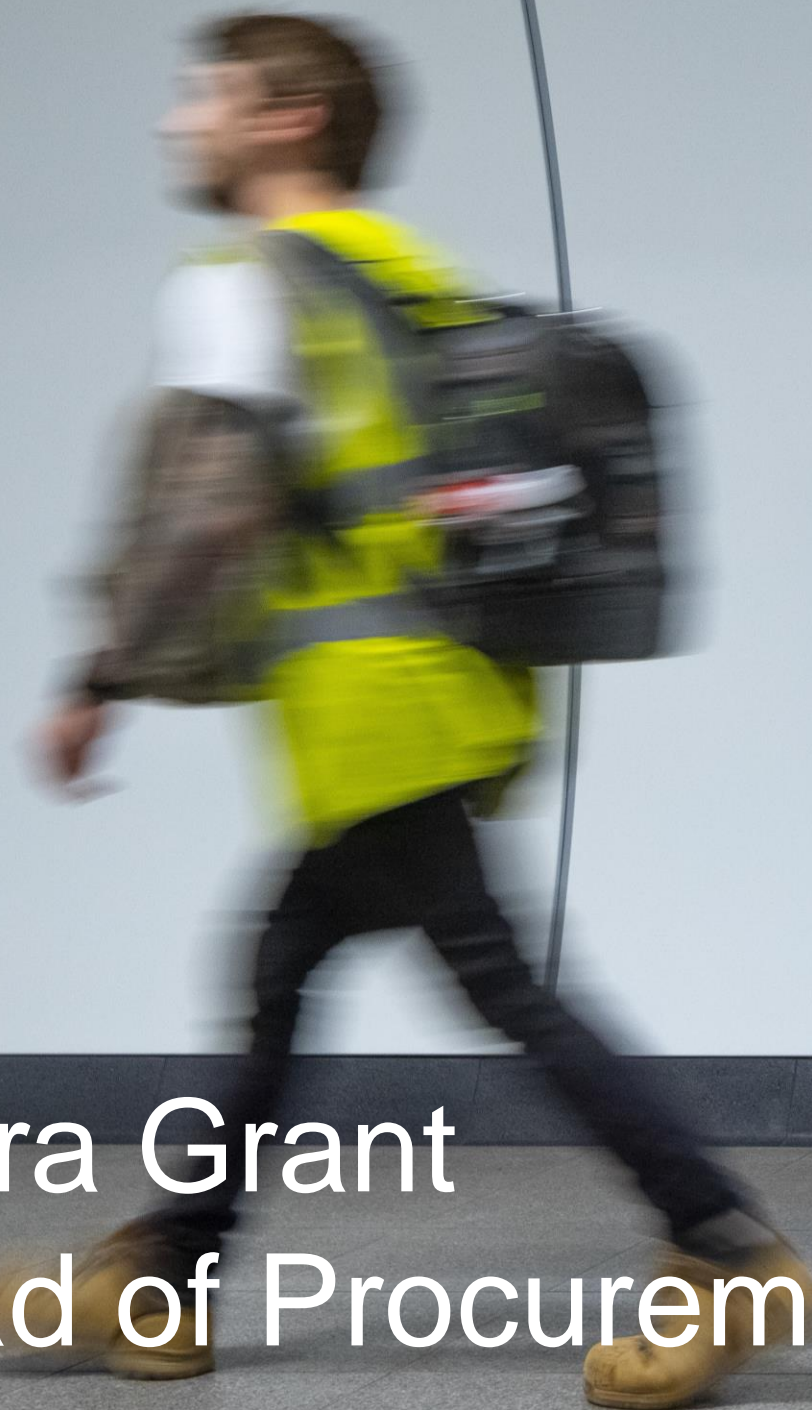
# Transport for London

Laura Grant

*Head of Procurement, Professional Services*



# Transport for London (TfL)



Laura Grant  
Head of Procurement, Professional Services



# Transport for London: What we'll cover...

- Our commitments to SMEs
- Examples of what we buy
- Our pipeline of future opportunities
- Overview of our tendering processes
- Innovation at TfL
- Our procurement systems
- Where to find our contract opportunities



# We are committed to supporting SMEs...

“TfL’s ambition will be to purchase 20 per cent of goods and services from small and medium enterprises (SMEs), either directly or indirectly from within its vast supply chain. This ambition will need further work to understand the constraints, deliver and effectively measure”.



# We are a signatory to the GLA Responsible Procurement Policy...

“We will encourage equality and diversity by removing barriers in our procurement approaches and processes that inhibit Micro, Small and Medium Enterprises, community sector organisations, diverse enterprises and under-represented groups from easily entering our supply chain”.



We buy billions of pounds worth of goods, works and services each year, for example...



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EVERY JOURNEY MATTERS

Advertising and PR

Cyber Security Services

Facilities Management

Hazardous Material Removal

HR, Training and Recruitment

IT Hardware and Software

Lifts and Escalators

Office Supplies and Managed Print Services

PPE, Uniforms and Workwear

Professional Services and Consultancy

Safety and Fire Systems

Street Lighting and Furniture

... and more!

# Our pipeline of future contract opportunities is available online

We currently publish details of our future contract opportunities for all areas of TfL, along with the GLA and Old Oak and Park Royal Development Corporation (OPDC), over £500k on our website...



Click the image to find out more or visit:

<https://tfl.gov.uk/corporate/publications-and-reports/contract-opportunities>

# Three main stages of our tendering process...

**Our tendering process generally consists of the following stages:**

1

## Going to market

We may use Supplier Selection Questionnaires (SSQs) to pre-select potential suppliers to fulfil the goods, works or services.

We use SSQs to pre-select potential suppliers to fulfil the goods, works or services.



2

## Tender

Potential suppliers who 'pass' the SSQ stage are invited to submit a tender.

This evaluates the potential suppliers' ability to meet our requirements set out in the tender specification. Bids are analysed to select the \*Most Economically Advantageous Tender (MEAT).



3

## Contract award

Once potential suppliers have submitted a tender, it is evaluated by TfL, and a 'preferred bidder' (or bidders) selected.

All bidders are informed of the outcome of the tender.

Unsuccessful bidders are provided with a feedback letter, outlining why they weren't successful to help them learn from experience.



**FAIR. OPEN. TRANSPARENT.**

\*MEAT is considering both the **price** and the **quality** of the tender.



# Pre-qualification for 'rail' parts of TfL...

- Rail parts of TfL (London Underground, London Trams, DLR, Elizabeth line, London Overground and major projects) generally use RISQS to short-list suppliers who meet the criteria for TfL's competitive tendering processes
- Suppliers should register on RISQS if they want to supply to any 'rail' part of TfL directly
- RISQS is an independent industry-wide selection scheme and is also used by Network Rail
- Further guidance and FAQs for suppliers is available on the RISQS website



- Our direct suppliers, contractors and our supply chain, also have the option of using other systems, such as Achilles Link-Up, to undertake their supplier pre-qualification
- Further information and guidance about Achilles Link-Up is available online, including Frequently Asked Questions



# We solve problems with market innovators.

We are working towards a greener, safer, more inclusive future for London.

We focus on solving specific challenges, which we advertise to the market via our innovator database.

Whether you are a start-up, an SME or an investor, we want to know about you and the innovative solutions you provide.

If there is an identified, relevant programme or any query regarding your submission, we will be in contact to clarify your response.

## Get in touch with us...

Interested in helping to solve TfL's challenges?

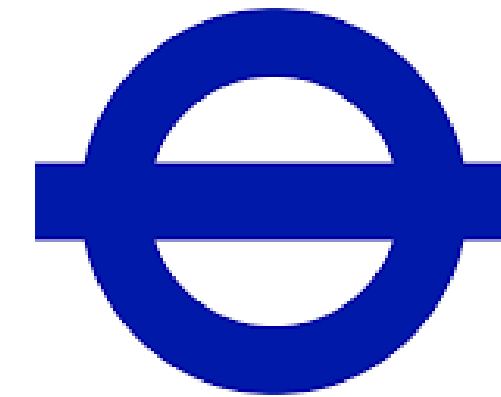
Register your details on our innovator database.

To learn more, visit our webpage on the TfL website.

**Open innovation**

# Our new source to pay system...

We've changed the way suppliers register, invoice and participate in sourcing events with...



**TRANSPORT  
FOR LONDON**  

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**EVERY JOURNEY MATTERS**

**GREATER  
LONDON  
AUTHORITY**

**OPDC**  
OLD OAK AND  
PARK ROYAL  
DEVELOPMENT  
CORPORATION

# Suppliers can register on our new 'Supplier Registration & Self Maintenance' portal

To trade with and be paid by TfL, the GLA or OPDC, suppliers should register their organisation on the Supplier Registration & Self Maintenance Portal (SAP Ariba).



- Registering is quick and easy and there's no cost to our suppliers to register
- Guidance is available on the TfL website

<https://content.tfl.gov.uk/supplier-registration.pdf>

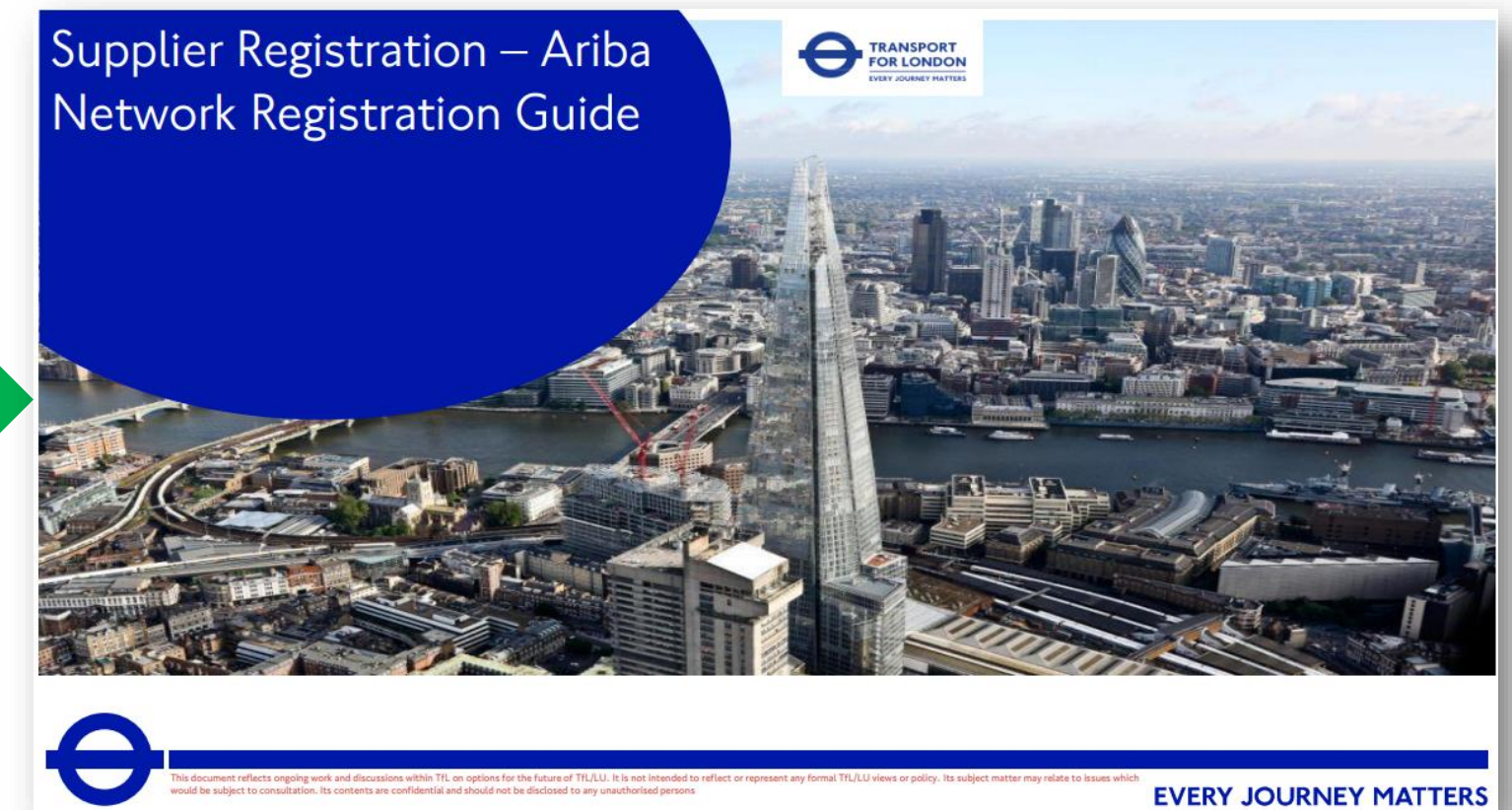
# Need any help or support?...

Got a question  
about registering on  
SAP Ariba?



Click the image:

Download our **Supplier Registration Guide for SAP Ariba**.



Suppliers can contact TfL's **Supplier Enablement Team** via email:

[ariba\\_supplier\\_enablement@tfl.gov.uk](mailto:ariba_supplier_enablement@tfl.gov.uk)

# Finding contract opportunities...

Register and find  
lower value  
contracts on  
**Contracts Finder**

**Contracts Finder** lets suppliers search for information about contracts worth **over £10,000** with **HM Government departments** and **public sector buyers**.

Suppliers can use **Contracts Finder** to:

- Search for contract opportunities in different sectors
- Find out what's coming up in the future
- Look up details of previous tenders and contracts

Visit: [gov.uk/contracts-finder](https://gov.uk/contracts-finder)



# Finding contract opportunities...



Register and find  
higher value  
contracts on  
**Find a Tender**

Use the **Find a Tender service** to search and apply for **higher value contracts** (usually above £118,000) in the UK's public and utilities sectors.

**Find a Tender** has replaced the EU's Tenders Electronic Daily from 1 January 2021 for high value contracts in the United Kingdom.

Visit: [gov.uk/find-tender](https://gov.uk/find-tender)



HM Government

Thank you

Transport for London | Procurement & Commercial





# Metropolitan Police Service

Helen Linklater

*Commercial Director, Enablement & Performance*



# Metropolitan Police Service



METROPOLITAN  
POLICE



# Metropolitan Police Service



- The MPS spends c£840m a year on goods, services and works, across a range of categories.
- Commitments to Social Value and Sustainability:
  - Signatory to the GLA Responsible Procurement Policy
  - Aligned to Government policy themes and outcomes
  - 10% weighting on social value in all tenders
  - £800,000 raised for Groundwork and Redthread via supplier donations to benefit London communities
- The MPS is committed to increasing its spend with SMEs, VCSEs, micro and diverse owned businesses in London, and we have set targets:

2021/22	2022/23	2023/24	2024/25
£84 million	£84 million	£126 million	£168 million

Corporate and Professional Services

Operational Services

Technology

Property

Counter Terrorism & Covert Policing

Vehicles

# Metropolitan Police Service



- Where to find our current opportunities:
  - Tenders under £50k are published on CompeteFor:  
<https://www.competefor.com/>
  - All other opportunities are advertised on Find a Tender and Contracts Finder:  
<https://www.gov.uk/find-tender>  
<https://www.gov.uk/contracts-finder>
- We have started to publish our tender pipeline on a six-monthly basis:
  - [https://www.met.police.uk/SysSiteAssets/foi-media/metropolitan-police/priorities and how we are doing/corporate/commercial-pipeline-publication-govt-transparency-agenda.pdf](https://www.met.police.uk/SysSiteAssets/foi-media/metropolitan-police/priorities%20and%20how%20we%20are%20doing/corporate/commercial-pipeline-publication-govt-transparency-agenda.pdf)



# Metropolitan Police Service



Examples of forthcoming opportunities

Contract	Anticipated Start Date	Approximate Value
Picture Frames	October 2022	£440k
Boarding Up and Locksmith Contract	July 2023	£1.5m
Auctions for Disposal of Assets	November 2022	£TBC
Bicycle Purchase, Maintenance and Repair	March 2023	£500k
The Supply and Hire of Portable Accommodation and Toilets	Out now	£1.5m
Heat Pump Installations	Feasibility Study Stage	£TBC



# Metropolitan Police Service



Opportunities in our supply chain

Training  
Services



Robin.Harris@premier-partnerships.co.uk

Technology Value  
Added Reseller



Lee.Kitchen@met.police.uk

Professional  
Services



Enquiries@Bloom.Services



# Bloom

Kieren Gray

*Client Solutions Director*





**Bloom\***

\*Opening up procurement®

# Introduction to Bloom

Meet the Buyer Event

28/09/2022



# Who are Bloom?

We enable the public sector to access professional services and consultancy via a compliant route to market.

**Bloom\***  
**\*Opening up procurement<sup>®</sup>**

## Public Sector Compliance

Launched in September 2019, NEPRO<sup>3</sup> is the only solution of its kind within the UK public sector marketplace, removing barriers to entry for the national supply chain.

This solution has been arranged in accordance with the Public Contracts Regulations 2015 and followed North East Procurement Organisations (NEPO) standard gateway procedure. The solution has also been procured against the expectations of external funding bodies, and is available to every public sector organisation in the UK.



# Why our clients work with us...



## Accelerated Route to Market

One of the fastest and most cost effective, enabling contracts to be compliantly awarded in as little as 15 days.



## Fully Managed Service

We manage the full end-to-end procurement process from specification build through to project closure with payments linked to successful outcomes.



## Agile Marketplace

Our marketplace of over 4,000 accredited suppliers and vendor neutral approach, combined with our rich data and insights enables us to onboard suppliers at anytime and ensure a level playing field when identifying suppliers to meet client requirements.



## Enabling Social Value

Our solution delivers impact to local economies by enabling clients to open up procurement opportunities to SMEs and 3rd sector organisations whilst helping them embed their strategic objectives.



## Enabling Better Outcomes

Our commercially de-risked approach ensures contracts and payment schedules are aligned to delivery milestones, so clients only pay for what has been delivered.

# What we have delivered...

Total value of projects delivered  
**£1bn to over 400 buyers**

**14%**  
average savings delivered against budget on mini competitions

**78% of projects awarded to SMEs & 3<sup>rd</sup> sector organisations**

# The SME Supply Chain

## Public sector contract awards for Professional Services



### Total SMEs registered with Bloom



### London Area



Since the commencement of Nepro 3 Framework (Sept 2019), 54% of total invoiced spend has been with SMEs

# MPS and Bloom – July 2015 to Present

## Top Spend Categories

1 Organisation & Change Management

2 Business Strategy

3 ICT

- Spend in 17 of 20 available categories
- 479 projects worked on with Bloom
- 123 suppliers used
- Of which, 99 (80.4%) are SMEs

## MPS and Bloom Relationship

Bloom provide a dedicated team to MPS delivering an end to end service

Bloom provides expertise around social value delivery and growth of SMEs usage

Total relationship spend - £172m

In FY 21/22 MPS spend was £31.2M with Bloom

In FY 21/22 Bloom achieved £2.7m of savings against budget for MPS

# Working with Bloom

We charge a 5% fixed management fee to accredited suppliers for any work undertaken, however it is free to register on our marketplace and have access to potential opportunities

## 2.7% Bloom Operating Costs

This is the cost of running Bloom Procurement Services. Both direct and in-direct costs.

## 1% NEPO Rebate

This is distributed across the various NEPO member authorities. All funds from this rebate are also returned to the public purse.

## 0.6% Rebates to Bloom Customers

There are various rebate models across Bloom customers, including the NEPRO3 dividend model for contracting authorities with high spend. This rebate is returned straight back to the public purse.

## 0.5% Bloom Operating Profit

Operating profit is held as a reserve, in addition to paying Bloom shareholders.

## 0.2% Systems & Training Investment

Investment into Bloom's technology platform and team learning.

# Thank you

We'd love to talk to you.



020 3948 9400



[www.bloom.services](http://www.bloom.services)



[enquiries@bloom.services](mailto:enquiries@bloom.services)



**Kieren Gray**

Central Government or Blue Light Customers

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**Sarah MacNab**

Social Value

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**James Kent**

Local Government, NHS and Education

[james.kent@bloom.services](mailto:james.kent@bloom.services)



**Supplier registration - [suppliers@bloom.services](mailto:suppliers@bloom.services)**



# National Health Service

Michelle McCann

*Executive Director, Sustainability and Social Value*



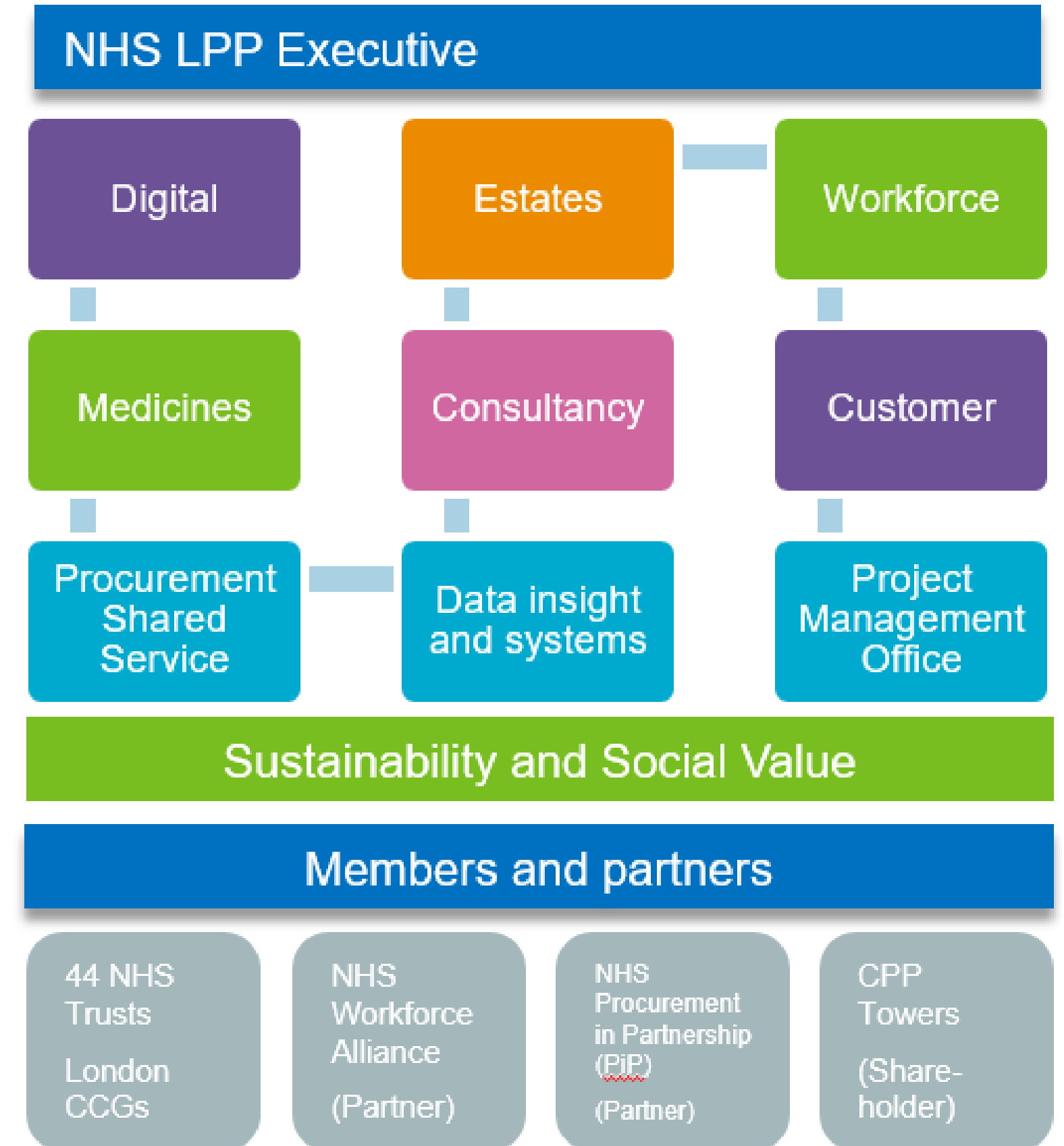
# Who are NHS LPP?

NHS London Procurement Partnership is a not-for-profit membership organisation owned by the 35 trusts and CCGs in London.

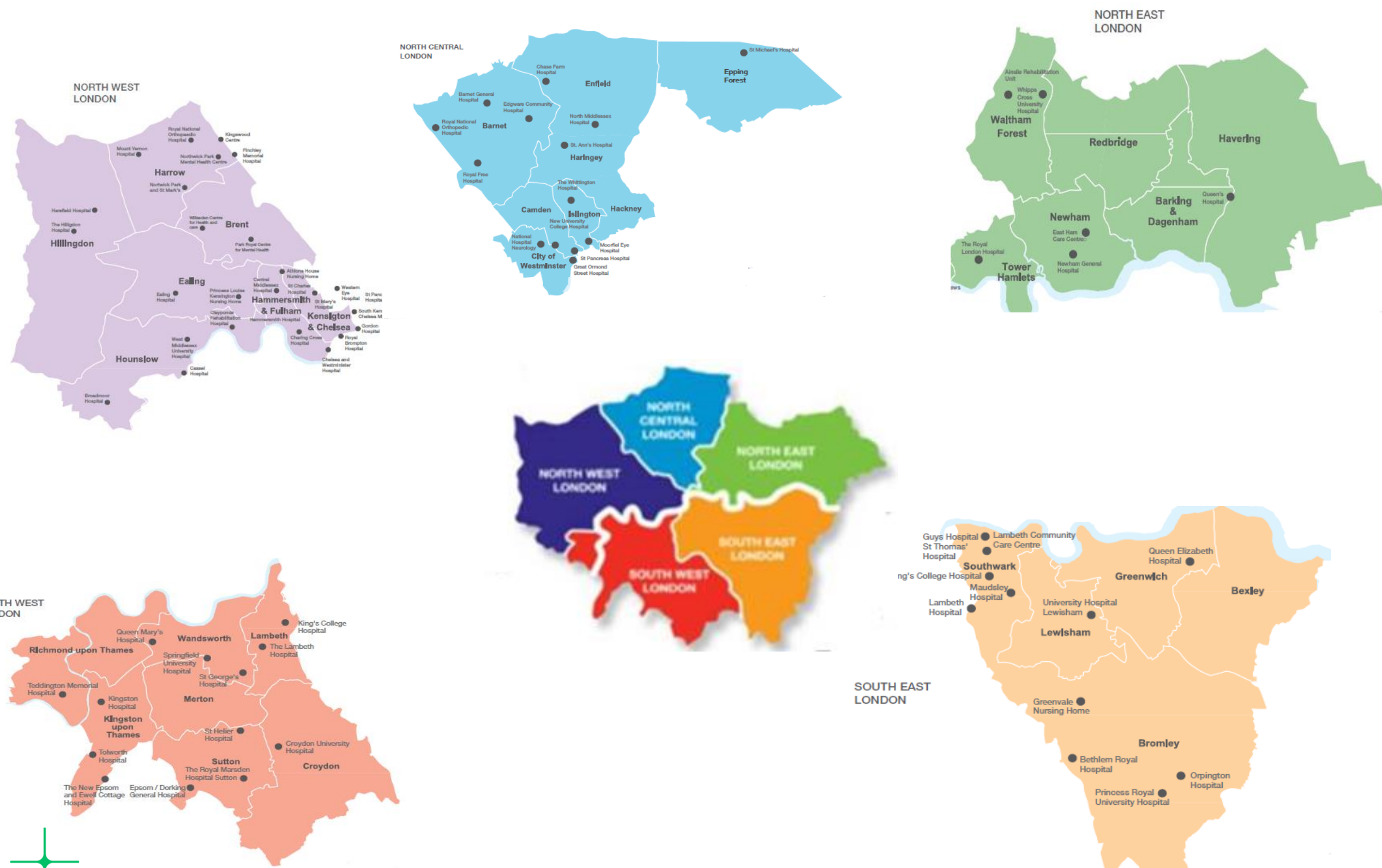
We are uniquely positioned at the centre of our membership to connect and facilitate collaboration across London. Understanding and representing the optimum needs of our members, we apply our expertise and experience to challenge boundaries to deliver better value and care for our members and patients.

## Our tactical approach

- Operate a “do it once for London” ethos
- Aggregate pan-London opportunities to maximise value
- Build services underpinned by our members’ needs
- Lead on sustainability and social value for our members



# NHS London as a place



ICS	Boroughs	Trust	Postco
NCL	Barnet Enfield Haringey Islington Camden	Royal Free Royal National Orthopaedic Tavistock & Portman UCLH GOSH Barnet Enfield & Haringey Camden & Islington Whittington Moorfields North Middlesex	NW N
NEL	Waltham Forest Hackney Redbridge City Tower Hamlets Newham Redbridge Barking & Dagenham Epping Forrest (West Essex) Havering	Barts Health Homerton East London Barking, Havering & Redbridge North East London	E IG RM CM1
NWL	Hillingdon Harrow Brent Ealing Hounslow Hammersmith Kensington & Chelsea Westminster	Chelsea & Westminster Imperial College Central & North West London London North West Central London Community London Ambulance Service Royal Brompton The Hillingdon West London	HA UB W TW
SEL	Southwark Lambeth Lewisham Greenwich Bexley Bromley	Guys & St Thomas Kings College Lewisham & Greenwich South London & Maudsley Oxleas	SE BR DA
SWL	Richmond Wandsworth Kingston Merton Sutton Croydon	St Georges Croydon Kingston Epsom & St Helier Royal Marsden South West London & St Georges	KT SE SM CR

# NHS London Spend profile

- Total pan-London Influenceable Spend           £2.84bn
- Total no. of individual London suppliers           4,098
- Total pan-London SME Spend                   £256m
- Total no, of Local SME suppliers               1734
- **Total SME spend as a percentage               9%**

## Influenceable Spend categories

- Agency Staff / Apprenticeships
- Digital solutions
- Estates and Facilities management
- Medical & Surgical Equipment
- Office equipment
- Private placements
- Professional Services
- Purchased healthcare services
- Transport services
- Utilities
- Digital Diagnostics

<b>Integrated Care Board</b>	<b>Local SME Spend</b>	<b>SME spend as a % of total Influenceable spend</b>
North Central London ICB	£20.5m	5.40%
North East London ICB	£56.8m	9.50%
North West London ICB	£65.7m	7.90%
South East London ICB	£69.9m	12.50%
South West London ICB	£42.8m	9.20%
<b>Totals</b>	<b>£255.7m</b>	<b>9%</b>

# Social Value in NHS Procurement

- Social Value will usually be split into quantitative and qualitative responses which can be weighted
- Bidders can use the Social Value Tool to input targets against relevant and proportionate measures they can deliver as **additionality on the contract** that are within the NHS Pan-London Social Value list of **measures**. This will form “**the what**” and the proposal with the highest proxy value will score 100% of the marks on offer.
- An accompanying delivery plan “**the how**” will include detailed descriptions to provide the rationale and evidence demonstrating the suppliers capability to deliver the social values proposed. This qualitative element will be scored using a traditional scoring matrix.
- Indicative question(s) may also be selected from a bank of standard questions as part of the social value qualitative weighting where appropriate.

Theme	Outcome	Ref	Measure	Proxy Value	Unit of
Tackling economic inequality	Create new businesses, new jobs and new skills	NT1	No. of local direct employees (FTE) hired or retained (for re-tendered contracts) on contract for one year or the whole duration of the contract, whichever is shorter	localised per project	no. people FTE
		NT1c	No. of local people (FTE) on contract for one year or the whole duration of the contract, whichever is shorter, employed through the supply chain as a result of your procurement requirements	localised per project	no. people FTE
		NT2	Percentage of local employees (FTE) on contract	€0.00	%
		NT11a	No. of hours of support into work provided to unemployed people through career mentoring, including mock interviews, CV advice, and careers guidance for people	€105.50	no. hrs (total session duration)*no. attendees
		NT12a	No. of weeks spent on meaningful work placements or pre-employment course; 1-6 weeks student placements ( unpaid) for students from targeted areas	€168.72	no. weeks
		NT13b	No. of weeks spent on meaningful work placements that pay Minimum or National Living wage according to eligibility for 6 weeks or more (internships) for people from targeted areas	€332.50	no. weeks
	Increase supply chain resilience and capacity	NT14	Total amount (€) spent with VCSEs within your supply chain	€0.12	€
		NT15a	Provision of expert business advice to help VCSEs and MSMEs achieve net zero	€101.86	No. staff expert hours
Equal Opportunity	Tackle workforce inequality	NT18	Total amount (€) spent in LOCAL supply chain through the contract	localised per project	€
		RES1	Percentage of women (FTE) hired on the contract	€0.00	%
		RES6	Percentage of employees (FTE) BAME hired on the contract	€0.00	%
		NT21	Equality, diversity and inclusion training provided both for staff and supply chain staff	€101.86	no. hrs (total session duration)*no. attendees
		NT22	Percentage of your procurement contracts that include commitments to ethical employment practices in the local and global supply chain, including verification that there is zero tolerance of modern slavery, child labour and other relevant requirements such as elimination of false self-employment, unfair zero hours contracts and blacklists	€0.00	%
		NT43	Initiatives taken throughout the local and global supply chain to strengthen the identification, monitoring and reduction of risks of modern slavery and unethical work practices occurring in relation to the contract (i.e. supply chain mapping, staff training, contract management)	€1.00	€ invested including staff time
Wellbeing	Improve community integration	NT26	Initiatives taken or supported to engage people in health interventions (e.g. stop smoking, obesity, alcoholism, drugs, etc.) or wellbeing initiatives in the community, including physical activities for adults and children	€1.00	€ invested including staff time
		NT52	Innovative measures to enable healthier, safer and more resilient communities to be delivered on the contract - these could be e.g. co-designed with stakeholders or communities, or aiming at delivering benefits while minimising carbon footprint from initiatives, etc.	€1.00	€ invested inc. time, materials, equipment etc
Covid-19 Recovery	Help local communities to manage and recover from the impact of COVID-19	NT33	Mental Health campaigns for staff on the contract to create community of acceptance, remove stigmas around mental health	€1.00	€ invested including staff time
		NT28	Donations or in-kind contributions to local community projects (€ & materials)	€1.00	€1.00
		NT29	No. of hours volunteering time provided to support local community projects	No. staff volunteering hours	€16.03
		C19-16	Direct support from your organisation to local authorities or VCSEs in the local area for the contract to deliver the services to support people in most vulnerable groups (at risk categories), people self-isolating and local essential work force - (food delivery, mental health support, etc.)	€ invested - including staff time (volunteering valued at €16.03 per hour, expert time valued at €301.86 per hour)	€1.00
Fighting Climate Change	Effective stewardship of the environment	C19-17	Funding for campaigns targeted towards staff and the general public to increase the understanding, recognition and appreciation of the social value provided by essential services (NHS, food retail, transportation, etc.) and the importance of following behavioural norms, as specified by the government and public health institutions	€1.00	€ invested including staff time
		C19-19	No. people hired who had previously lost their job or had been unable to find work due to Covid-19	€0.00	No. people
		NT31	Savings in CO2 emissions on contract achieved through de-carbonisation (i.e. a reduction of the carbon intensity of processes and operations, specify how these are)	€70.43 (Record Only for Procurement)	tCO2e
		NT32	Car miles saved on the project as a result of a green transport programme or equivalent (e.g. cycle to work programmes, public transport or car pooling)	€0.02	Miles saved
		NT33	Car miles driven using low or no emission staff vehicles included on project as a result of a green transport programme	€0.01	Miles driven
		NT44	Do you have a policy and programme to achieve net zero carbon, including monitoring plus with specific milestones?	€0.00	Y/N
		NT65	Percentage of fleet or construction vehicles on the contract that is at least Euro 6 or	€0.00	%
		NT66	Fleet emissions monitoring programme on the contract, including data collection (miles, type of vehicle, engine type, emission standard)	€0.00	Y/N
NT70	Percentage of contracts with the supply chain requiring contractors to operate low or zero emission vehicles	€0.00	% of contracts		
NT53	Innovative measures to safeguard the environment and respond to the climate emergency to be delivered on the contract - these could be e.g. co-designed with stakeholders or communities, or aiming at delivering benefits while minimising carbon footprint from initiatives, etc.	€1.00	€ invested inc. time, materials, equipment etc		

# Social Value examples

Theme	Outcome	Opportunity area (NHS)	NT/Ref	Measure	Units
Fighting climate change	Effective stewardship of the environment	Opportunity area (NHS) - Digitalisation	NT31c	Savings in CO2 emissions achieved through decarbonisation of processes and operations above a relevant baseline as a result of digitalisation initiatives	tCO2e
		Opportunity area (NHS) - Road Miles	NT32	Car miles saved on the project as a result of a green transport programme or equivalent (e.g. cycle to work programmes, public transport or car pooling programmes, etc.)	miles saved
		Opportunity area (NHS) - Decarbonisation	NT31	Savings in Scope 1 & Scope 2 CO2 emissions achieved through decarbonisation of processes and operations above a relevant baseline	tCO2e
			NT31a	Savings in Scope 3 CO2 emissions achieved through decarbonisation of processes and operations above a relevant baseline	tCO2e
			NT31b	Savings in CO2 emissions achieved through decarbonisation of products above a relevant baseline	tCO2e
		Opportunity area (NHS) - Single Use Plastics	NT87	Total volume of reduced plastics against a relevant benchmark	tonnes
Wellbeing	Improve community integration	Opportunity area (NHS) - Workforce Volunteering	NT29a	Volunteering to support healthcare-related charities and community initiatives	no. staff volunteering hours
	Improve health and wellbeing	Opportunity area (NHS) - Employee wellbeing	NT39	Mental Health campaigns for staff on the contract to create community of acceptance, remove stigma around mental health	£ invested including staff time
Equal Opportunity	Reduce the disability employment gap	Opportunity area (NHS) - Work for long-term health conditions	NT6	No. of disabled employees (FTE) hired on the contract as a result of a recruitment programme	no. people FTE
	Tackling Workforce inequality	Opportunity area (NHS) - Living wage	NT41	Percentage of staff on contract that is paid at least the relevant Real Living wage as specified by Living Wage foundation	%
			NT42	Percentage of contractors in the supply chain required (or supported if they are micro OR small business) to pay at least Real Living wage	%
			NT58	Number of employees FTE on contract to have pay raise to Real living wage or higher (on a renewed contract or TUPE)	no. people FTE
COVID-19 recovery	Help local communities to manage and recover from the impact of COVID-19	Opportunity area (NHS) - COVID-19 volunteering	NT29b	Volunteer hours protected for staff at centres that support people affected by Covid-19	no. staff volunteering hours
		Opportunity area (NHS) - Employment, retraining, return to work	NT56	Percentage of suppliers to Tier 2 in the contract - including the prime contractor - that will implement the mental health core standards (applicable for all companies) and the mental health enhanced standards (applicable for companies with more than 500 employees), as set out in Thriving at Work: the Stevenson Farmer Review on Mental Health and Employers	%
Tackling economic inequality	Create new businesses, new jobs and new skills	Opportunity area (NHS) - Local employment	NT3	No. of employees (FTE) hired on the contract who are long term unemployed (unemployed for a year or longer) as a result of a recruitment programme	no. people FTE
		Opportunity area (NHS) - Local skills growth	NT11a	No. of hours of support into work provided to unemployed people through career mentoring, including mock interviews, CV advice, and careers guidance for people from targeted areas.	no. hrs (total session duration)*no. attendees
			NT12a	No. of weeks spent on meaningful work placements or pre-employment course; 1-6 weeks student placements (unpaid) for students from targeted areas.	no. weeks
		Opportunity area (NHS) - Local supply chain spend	NT19b L4	Local supply chain spend with MSMEs in targeted areas	£
	Increase supply chain resilience and capacity	Opportunity area (NHS) - Manage cyber security risks	NT62	Number and percent of companies in the supply chain, to Tier 2, that achieve relevant cyber security certifications (e.g. Cyber Essentials, Cyber Essentials Plus or National Cyber Security Centre's 10 steps)	Y/N

# Where to find NHS opportunities

- NHS tender opportunities are generally advertised on the following searchable websites

- Supply to Gov - [Home - Supply2Gov Tenders](#)

- Find a Tender - [Find a Tender \(find-tender.service.gov.uk\)](#)

- Atamis - [Atamis Contracts Search \(force.com\)](#)

**Search results**  
We've found **3,333** notices

**Keywords**  
Can include the title, contracting authority, awarded supplier, description and document number  
[How can I do an advanced search?](#)

NHS

**Procurement stage**

- Pipeline
- Future opportunity
- Opportunity
- Awarded contract

**Notice type**

**Industry CPV code**

**Contract location**

**Value**

**Date range**

[Update results](#)

[Reset](#)

Opportunity Name	Notice Type	Opportunity Status	Response Deadline	Estimated Contract Value	Tracked / Matched	Opportunity Posted Date	Access
<a href="#">GB-Kettering: Service Contract Plate Heat Exchangers...</a>	Award	Open	-	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>
<a href="#">Engagement campaign - genetic testing for BRCA for the Jewish population...</a>	Notice	Open	14/09/2022	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>
<a href="#">GB-Kettering: Installation and Maintenance of Network Cabling and Related Services...</a>	Notice	Open	29/09/2022	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>
<a href="#">NECS439 Community Age Related Hearing Loss Service NHS North East and North Cumbria Integrated Care Board - Early Engagement...</a>	Notice	Open	-	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>
<a href="#">Market Engagement Webinar - ASD Post-Diagnostic Psychoeducational Resource for Parents/Carers and Young People...</a>	Notice	Open	-	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>
	Notice	Open	13/09/2022	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>
	Notice	Open	06/09/2022	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>
	Notice	Open	19/09/2022	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>
	Award	Open	-	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>
	Notice	Open	30/09/2022	Not Disclosed	-	01/09/2022	<a href="#">Upgrade</a>

**Sort results**  
Latest closing date

[Supported Living \(Lancashire & South Cumbria\)](#)  
ADAM HTT LIMITED  
...NHS funded Supported Living Services. ... Midlands and Lancashire CSU on behalf of Lancashire and South Cumbria Integrated Care Board. The ICB...and service provision of patients requiring NHS funded Supported Living...

**Notice type** F02: Contract notice  
**Closing** 30 May 2032 - no time specified  
**Contract location** UKD - North West (England)  
**Total value** £7,000,000  
**Publication date** 31 May 2022, 9:48am

[Dorset Care, Support, Housing and Community Safety Framework](#)  
Dorset Council; NHS Dorset Clinical Commissioning Group  
The commissioning partners seek to provide high quality, personalised care and support services (taking a strengths based approach) which focus on meeting the outcomes of those individuals using the services, whilst ensuring they are delivered and financed in a sustainable way. In order to achieve ...

**Notice type** F02: Contract notice  
**Closing** 31 March 2032 - no time specified  
**Contract location** UKK25 - Dorset  
**Total value** £1,700,000,000  
**Publication date** 21 March 2022, 5:25pm

[KMCAS-125 - Electronic Market Place for Supported Living Services](#)  
Kirklees Council; NHS Kirklees CCG

# Forward Pipeline

NHS Trust	ICB (Region)	Category	Contract Title	Estimated tender deadline
University College London Hospitals	NCL	Agency Staff	UCLH - 2819 Single Supplier Framework for a Managed Bank Staff Service	31/10/2022
North East London	NEL	Commissioned Healthcare	High quality, well-coordinated palliative care service to patients and their carers in their preferred place of care	03/10/2022
North East London	NEL	L & D	A range of Organisational Development interventions to support the culture change required as part of the Transformation Organisational Development Plan supporting the Adult Community Mental Health Transformation teams	06/10/2022
North East London	NEL	Commissioned Healthcare	Voluntary Community Sector (VCS) partners to work with us in Camden.	20/10/2022
The Hillingdon Hospitals	NWL	Capital building	Referbishment of incinerator and subsequent maintainence	20/12/2022
Chelsea and Westminster Hospital	NWL	FM (Hard)	Supplying of required parts, as well as undertaking of rectification works	
Guys & St Thomas'	SEL	FM (Hard)	Q1308 LED Lighting Framework	06/10/2022
Guys & St Thomas'	SEL	FM (Soft)	Q1275 - Decontamination Maintenance	24/10/2022
Guy's and St Thomas'	SEL	FM (Hard)	Undertake a ventilation system verification analyses for the listed Air Handling Units and indoor critical environments at Guy's and St Thomas' Hospitals.	24/10/2022
Guy's and St Thomas'	SEL	FM (Hard)	Provision of maintenance, servicing, validation and water testing of decontamination equipment including Endoscopy washers and Reverse Osmosis Treatment units (R/Os).	24/10/2022
King's College Hospital	SEL	FM (Soft)	Stair climbers	06/04/2026
Lewisham & Greenwich	SEL	L & D	Multi-supplier Training Framework	tbc
South London & Maudsley	SEL	E, I & D	Patient Care Race Equality framework	tbc
Guys & St Thomas'	SEL	FM (Soft)	Grounds maintenance	tbc



# Support for Local Businesses

- South East London ICB via the Smart Together procurement service (hosted by GSTT) are running a pilot project with Go4Growth for local SME's
- The aim of this is to support small, medium enterprises and local organisations to access public contracts which are procured in the NHS.
- Organisations can access free training and support at [www.go4growth.co.uk](http://www.go4growth.co.uk)
- If you register through the portal you will also have the ability to develop a personalised plan to support your organisation on its growth journey.

**GO4GROWTH**

# London Fire Brigade

John Tunnicliff

*Deputy Head of Procurement, Technical & Commercial*



# How much do you spend with SMEs at the moment?

- LFC Total Expenditure for 2021-22 was £124M.
- The top 10 contracts together with other strategic contracts have annual expenditure of approximately £80M. Of the (£124M) £30M (24%) is with SMEs.
- The number of SME third party suppliers is 295/406 (70%). These metrics are the absolute minimum as data is not easy to extract from LFC's current systems.



# Where do you advertise opportunities/contracts?

- LFC uses the **Bluelight e-Tendering portal** to advertise all of its opportunities.
- As the LFC uses a collaborative model many of the opportunities use GLA and national frameworks and these are available only to the suppliers who are present on each specific framework.
- The LFC has developed a quotation approach for low value and low risk procurement activity which has a budget of less than £150,000. The contracts use simple terms and conditions which the LFC considers are easy to understand and do not pass excessive risk to suppliers.
- This e-Tendering portal is linked to **Contracts Finder**.

# Key commitments for Supplier Readiness

- The LFC is committed to maximising the benefits to be derived from engagement with the Anchor programme.
- The details of our contracts can be found on our contracts register and the LFC encourages contact with the suppliers on this list from new supply chain partners.
- LFC has a model which identifies its key contracts which are provided by a small number of key suppliers and these cover areas such as vehicles and equipment, training and uniform provision. These key contracts have a range of contract periods which range from medium to long term and which allows good supplier relationship management to be exercised.
- All of these contracts require engagement with supply chains by the individual contractors who are required to capture and report details of expenditure in their supply chains to the LFC. This includes encouraging the identification and engagement of new supply chain partners which will feature as part of the LFC's developing contract management approach.
- The LFC has recently adopted a category management approach to its procurement activity and this is being developed to support the creation of a new Procurement Strategy which will include the Anchor initiative.
- In parallel with this a procurement pipeline is being developed which will assist with forward planning of all procurement activity.
- A replacement finance system is planned and this will assist with analysing third party spend data. The LFC also has a policy of paying SME invoices within 10 days of the invoice date and we are currently achieving this in 92% of payments.

# London Business Hub

Josephine Clarke

*Senior Communications Officer,  
Greater London Authority*



# London Business Hub

SUPPORTED BY  
**MAYOR OF LONDON**



# What is the London Business Hub?

- We bring together resources related to business support across London in one place.
- We are the Mayor of London's one-stop-shop for free support and our programmes are designed to help London-based SMEs.
- Our programme ranges from business advisers, property advice and accelerator programmes for higher-growth businesses.
- Our aim is to simplify the business support landscape for SMEs to help them achieve their ambitions in London.

**businesshub.london**

The screenshot shows the London Business Hub website. At the top left is the logo 'London Business Hub'. To the right is a search bar with a magnifying glass icon, a social media icon, and a menu icon. Below the search bar is a yellow banner with the text 'Information on Covid-19 (Coronavirus)' and a dark blue button labeled 'Support for Businesses and Employers'. The main content area features a large image of a man with a beard and glasses talking to a woman. Overlaid on this image is the text 'Supporting London's businesses to start, sustain and grow'. Below the image is a yellow box with the text 'The support you need, when you need it.' To the right of this box are two dark blue boxes. The first is titled 'Planning' and contains the text 'You know you have a good idea, but you're looking for a helping hand to make it into a great'. The second is titled 'Starting' and contains the text 'When you're starting a business things can move quickly and it can be difficult to keep track of all the'.

**London  
Business Hub**



# **Our programmes**

# Business Advisers

- Face-to-face business support with a dedicated team of advisers across several physical hubs in London.
- **Hub locations:**
  - Hammersmith and Fulham
  - Vauxhall
  - Woolwich
  - Croydon
- Virtual meetings are also available.
- Book an initial appointment and our advisers will be able to get a sense of your business and your goals.

[businesshub.london/advisers/](https://businesshub.london/advisers/)



**Sheriff Alabi**



**Vivienne Scantlebury**



**Lucan Richards**



**Raj Tandon**



**Patricia Ashford**

# Wayfinder

- We have partnered with the boroughs of Wandsworth, Southwark and Lambeth to deliver a new support service called Wayfinder.
- The service has been designed to create a unified support system giving businesses access to carefully selected expert providers on a range of business-related issues.
- A team of Wayfinders will connect businesses with the service providers and they'll stay in touch to ensure the business are receiving impactful support.

[businesshub.london/resource/wayfinder/](https://businesshub.london/resource/wayfinder/)



# Wayfinder service providers



Stuart Davis Consulting



# Recover & Grow

- Run in partnership with Bayes Business School.
- This is a six week programme with modules on: business finance, leadership, changing markets and technology.
- **Business eligibility criteria:**
  - ✓ a turnover of at least £450,000 per annum
  - ✓ based in Greater London
  - ✓ operating for three years and usually employ between 10 and 50 people

[businesshub.london/resource/recover-and-grow/](https://businesshub.london/resource/recover-and-grow/)

The graphic features a red-to-white gradient background on the left and a dark blue shape on the right. The text 'London Business Hub' is at the top left, 'Recover & Grow' is in the center, and the slogan 'Strengthen your business, build your resilience and set the foundations to grow.' is in the dark blue shape. Logos for the Mayor of London and Bayes Business School are at the bottom.

London Business Hub

**Recover  
& Grow**

**Strengthen your  
business, build your  
resilience and set the  
foundations to grow.**

SUPPORTED BY  
MAYOR OF LONDON

BAYES  
BUSINESS SCHOOL  
UNIVERSITY OF LONDON

# Property Advice Service

- A service to help you find the right space and fully understand the costs associated with renting a property and being a commercial tenant.
- The next PAS workshop will take place on **Tuesday 11 October**. Sign up via the link below.



[businesshub.london/resource/property-advice-and-business-rates-service/](https://businesshub.london/resource/property-advice-and-business-rates-service/)

# Other resources on our website

- **Events**



### Pricing Strategy for Small and Medium Enterprises

Advice on how to price your products and services.

[Keep reading](#)



### Intro to Social Media Strategy

An introduction to creating an effective strategy.

[Keep reading](#)

- **Mini hubs**

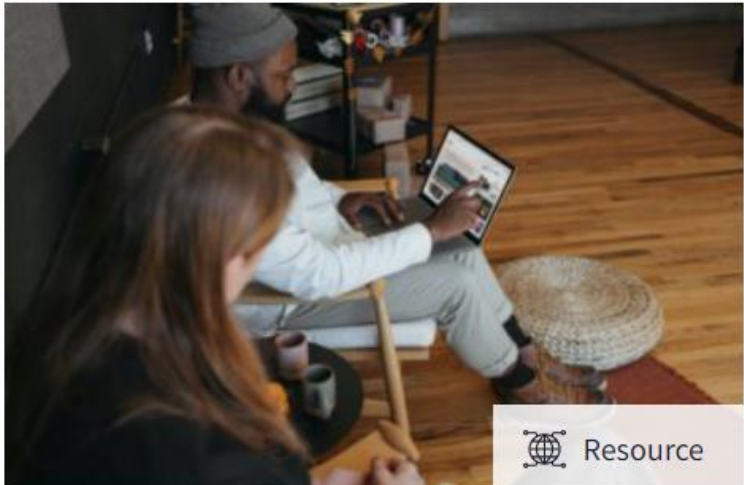


### SME Procurement Hub



### Climate Hub

- **Partner business support schemes**



### Santander X Awards 2022

Win funding and support to accelerate your startup.

[Learn more](#)



### Get Ready for Business Growth

Support for high-growth creative businesses.

[Learn more](#)

# Get involved

- Register your business on the London Business Hub website at [businesshub.london/register](https://businesshub.london/register)
- Sign up to our monthly Hub newsletter
- Follow us on our social channels



@LDNBusinessHub



@LondonBusinessHub



ldnbusinesshub



London Business Hub

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## London Business Hub



### WHAT'S ON

#### Empowering women in business

We have 30 places available for female entrepreneurs to join this exclusive London Business Accelerator cohort. It's a free, two month programme that will unleash leadership skills and take your business to the next level.

REGISTER BY 29 OCTOBER



#### The value of peer-to-peer learning

Our Peer Networks scheme is a constructive space, facilitated by experts, for like-minded business leaders to share experiences and insight. Participants will receive 18 hours of peer learning sessions, plus one-to-one mentoring, coaching and advice.

HOW TO JOIN





# Next steps

1. Sign up for London Business Hub support and the GLA Business Bulletin
2. Register on the portals outlined in this presentation
3. Send any general follow up questions to [recovery@london.gov.uk](mailto:recovery@london.gov.uk)



**Thank you**

