CompeteFor

Opening up the supply chain of major infrastructure projects

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www.competefor.com

Delivered by

Vision and Mission

CompeteFor's Mission

- The UK's National Supply Chain Portal for major capital infrastructure projects and buying programmes

CompeteFor Vision

- Deliver sustainable and measurable economic growth and community benefits through the 'opening up' of major supply chains arising from capital expenditure projects

- Enable SMEs and local businesses to take advantage of these business to business opportunities and build their capacity.

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Introduction

- CompeteFor is an online portal designed to publicise contract opportunities for capital buying programmes
- Began as a brokerage service for the London 2012 Olympic and Paralympic Games, to match buyers and suppliers, encouraging equality and transparency of opportunities
- Original purpose was to ensure competition and availability of London 2012 business opportunities, however CompeteFor has expanded its remit
- Encouraging Buying Organisations to procure responsibly

Beyond 2012

Fully supported by Transport for London, London Business Network , London First and the Mayor of London

Mayor of London, Boris Johnson

"CompeteFor has played an essential role in helping companies large and small to capitalise on the massive opportunities presented by the London 2012 games"

Continued use from major contractors and key infrastructure projects

- Crossrail
- Thames Tideway Tunnel
- Transport for London

Service Delivery

- The CompeteFor service is operated on behalf of the Mayor of London through Transport for London

MAYOR OF LONDON

Transport for London

- The service is provided by a partnership between BiP Solutions and London Business Network (LBN).

BiP SOLUTIONS

London First

CBI THE VOICE OF BUSINESS

LONDON CHAMBER of COMMERCE AND INDUSTRY

FSB

CompeteFor Strategic Pillars

- Delivering transparency
- Local and SME engagement
- Driving innovation and value
- Enablement and capacity building
- Supplier diversity
- Supply chain visibility

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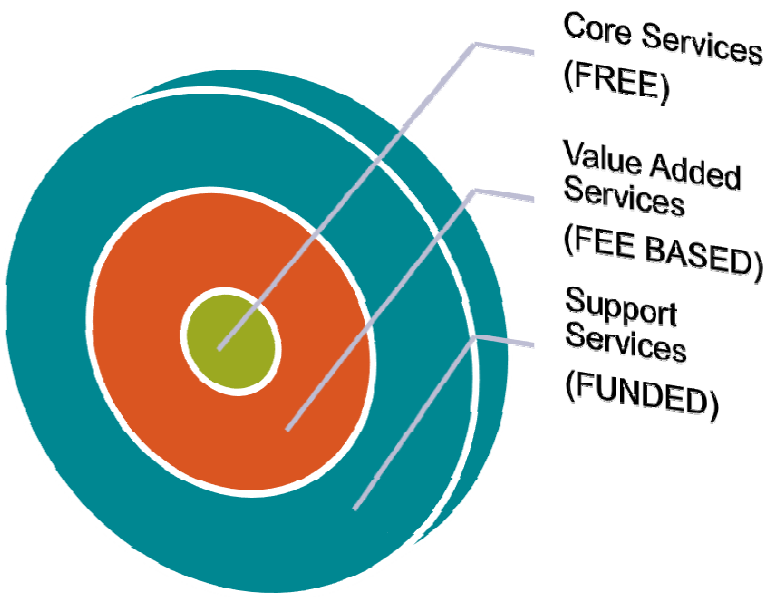
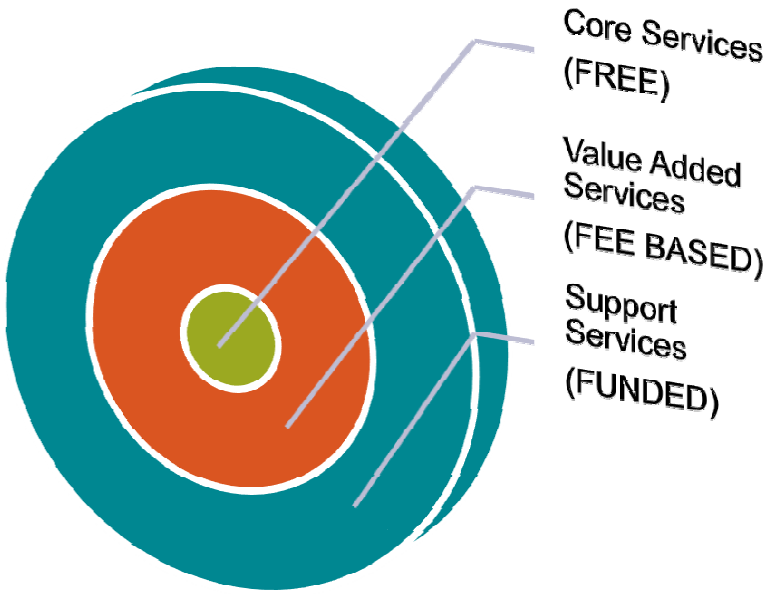
CompeteFor: The Service



Core Service

- Buyer and Supplier Profiling
- Business readiness test and localised support
- Creation and posting of opportunities
- Simple and advanced search (opportunities and suppliers)
- Business relevant contract opportunity email alerts
- Short-listing tool
- Supplier Response Functionality

CompeteFor: The Service



Value Added Services

- Contract Information Services
- eTendering Services
- Supplier Accreditation
- Management Information

Support Services

- Conference & Events
- Partnership Programme
- Buyer Engagement Team
- Supplier Development Team
- Marketing Services

Opening up Supply Chains

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Buyer Benefits

- Enables capacity building and competition throughout the Supply Chain
- Gives Buyers visibility of an innovative and diverse supplier community
- An intuitive and robust set of tools for optimising value from the supply chain.
- Automatic scoring of Supplier responses, reducing time
- Supports Corporate Social Responsibility and community benefits
- Encourages compliance and supply chain community engagement

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Supplier Benefits

- CompeteFor provides awareness of business opportunities across a variety of sectors and industries
- Suppliers can promote themselves via their CompeteFor Business Profile
- Standardised information is stored within suppliers profiles, making responding to opportunities a quicker process.
- Sector specific email alerts advising suppliers of relevant contract opportunities

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CompeteFor: Live Opportunities

CompeteFor Supply Chain Opportunity Results

There are **145** opportunities that match all your criteria. You can sort the list by clicking on the column headings.

FIRST PREV **1** 2 3 4 5 6 7 8 NEXT LAST

Opportunity Name	Notice Type	Opportunity Status	Response Deadline	Estimated Contract Value	Tracked / Matched	Opportunity Posted Date	Source
Pipe jacking / guided auger boring	Notice	Open	31/03/2014	G: GBP 151k to 250k	-	24/03/2014	SUPPLY CHAIN
C610 - Japanese Knotweed	Notice	Open	27/03/2014	H: GBP 251k to 500k	-	24/03/2014	SUPPLY CHAIN
TOXICOLOGY	Notice	Open	07/04/2014	Not Disclosed	-	21/03/2014	SUPPLY CHAIN
MARKET INTELLIGENCE SURVEY FOR SEMI-...	Notice	Open	04/04/2014	Not Disclosed	-	21/03/2014	SUPPLY CHAIN
GB-London: MARKET INTELLIGENCE SURVE...	Notice	Open	04/04/2014	Not Disclosed	-	21/03/2014	SUPPLY CHAIN
C422 Tottenham Court Road - Ventilat...	Notice	Open	28/03/2014	D: GBP 26k to 50k	-	20/03/2014	SUPPLY CHAIN
C422 Tottenham Court Road - CHW Pump...	Notice	Open	28/03/2014	Not Disclosed	-	20/03/2014	SUPPLY CHAIN
C422 Tottenham Court Road - LV Switc...	Notice	Open	28/03/2014	H: GBP 251k to 500k	-	20/03/2014	SUPPLY CHAIN
GB-London: Queen Elizabeth Olympic P...	Notice	Open	25/03/2014	Not Disclosed	-	20/03/2014	SUPPLY CHAIN
C520 Custom House - A/C split system...	Notice	Open	27/03/2014	E: GBP 51k to 100k	-	19/03/2014	SUPPLY CHAIN

Partnership Programme

CompeteFor is offering organisations the opportunity to become an official partner of the CompeteFor service

The main elements of the Partnership Programme include:

- Strategic Planning
- Partner Promotion
- Buyer Engagement
- Supplier Engagement
- Design and print of marketing Collateral

Camden

• CompeteFor would like to welcome The London Borough of Camden into our community.

• Making a commitment to economic development and community benefit via:

- Effective local and SME engagement

- Opening up their supply chain

- www.competefor.com/camden

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Thames Tideway Tunnel

Creating a cleaner, healthier River Thames

- CompeteFor would also like to welcome Thames Tideway Tunnel into the CompeteFor community

- Significant sized infrastructure project being constructed throughout many London Boroughs

  - Using CompeteFor to advertise all supply chain opportunities

  - Opening the supply chain to a diverse range of businesses

  - 7 year programme due for completion in 2023

  - Indicative budget of £2.25 billion

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Our Partners

Thames Tideway Tunnel
Creating a cleaner, healthier River Thames

Crossrail

Wandsworth
THE BRIGHTER BOROUGH

HILLINGDON
LONDON

hs2 engine for growth

LONDON LEGACY DEVELOPMENT CORPORATION

Camden

Haringey Council

Users

Balfour Beatty

City of Westminster

GLL
better for everyone

BFK
Bam | Ferrovial | Kier

GLE

METROPOLITAN POLICE
Working together for a safer London

TOWER HAMLETS

DSJV
DRAGADOS
BUILDERS SISK CONTRACTORS Established 1859

IRB RUGBY WORLD CUP 2015
ENGLAND

NG Bailey

Transport for London

VINCI CONSTRUCTION UK

LAING O'ROURKE

TfL – 3 Year Investment Plan

Transport for London

- Focus on whole life asset management across roads, rail and public infrastructure
- 600 additional New Bus for London vehicles and 600 hybrid buses
- 65 new cars to add capacity across London Overground
- Northern Line upgraded and new train fleet
- 70 percent of junction reviews complete with 12 cycle superhighways, cycle hire expansion with 2,000 new hire cycles
- Congestion relief complete at Bank, Tottenham Court Road; Victoria and Bond Street nearing completion

TfL – Longer term Investment plan

- Renewals of Rotherhithe Tunnel, Hogarth Flyover and Twickenham Bridge
- DLR double tracking to remove capacity constraints
- Silvertown tunnel providing relief to Blackwall Tunnel and improve cross river connection routes
- Growth projects at Elephant & Castle, Tottenham Hale, Kennington and Woolwich. Road schemes at Renwick Road, Croydon Fiveways
- On track to reach Mayor's 5% mode-share target for cycling by 2026
- A New Tube for London

Transport for London

Transport for London UNDERGROUND

Contracting for London

SWIP STATION WORKS & IMPROVEMENTS PROGRAMME

Who

- A new internal construction management division
- Providing a principle contractor service to TfL and London Underground
- Managing the interface between the supply chain and the client

What

- Access to £100m p.a. of infrastructure project funding
- Single discipline contractors and consultants providing works and services
- Non-track infrastructure services, civils, M&E , building etc. using tier 3 and 4 suppliers with a directly employed workforce.

By appointing a comprehensive supply chain of

- Trade contractors
- Professional services
- Materials and plant suppliers
- People and resources

When

- Already delivering significant volumes and looking to grow rapidly
- Procurement strategy being finalised
- Compiling potential tender lists
- We need suppliers now – please find and talk to a SWIP representative

SEBRAE

- Main lessons learned
  - A real appetite for local and SME engagement
  - Visibility of supply chain opportunities from Major Buying Programmes
  - Embraced by private sector organisations as a sourcing tool

- London 2012 economic results
  - CompeteFor has provided suppliers with contracts valued at £2.6 billion
  - Stimulated interest from other Major Buying Programmes and their supply chains
  - Key driver for future economic development

- What impact has the London 2012 games had for SMEs'
  - Increased opportunities and knowledge of public sector procurement processes
  - Continued use by the private sector to advertise sub contracting opportunities
  - Take up by Crossrail, Thames Tideway and HS2

CompeteFor®

Success

- Over 190,000 businesses registered on the portal
- In excess of 16,000 contract opportunities posted
- Almost 10,500 contracts now awarded, estimated at £2.6 Billion
- 75% of all contracts posted have been awarded to SMEs
- 90% of opportunities have come from private sector buying organisations and have been awarded all over the UK
- BiP Solutions will continue providing the service for up to 6 years

CompeteFor®

Summary

Taking forward the legacy of the London 2012 games

- A great example of London 2012's success
- Continued support from the Mayor of London, Transport for London and major infrastructure projects
- National solution for UK wide supply chain development
- Supporting sustainable and responsible procurement
- A growing and thriving community
- Register now at **www.competefor.com**

CompeteFor®

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