

CompeteFor – delivering diversity in major procurement projects

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London Business Network



London
Business
Network

London First



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THE VOICE OF BUSINESS
LONDON

LONDON CHAMBER
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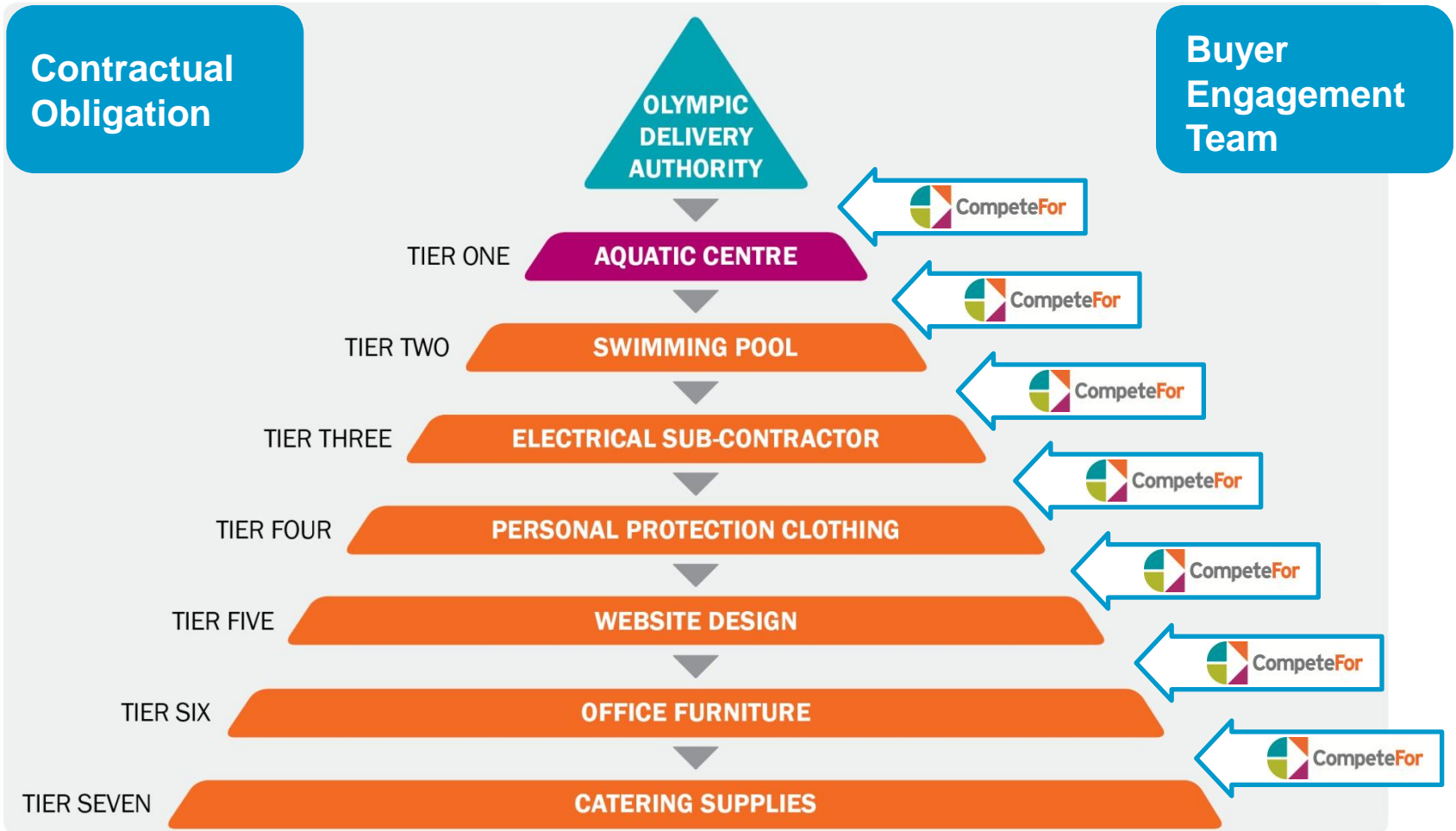
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CompeteFor:Background

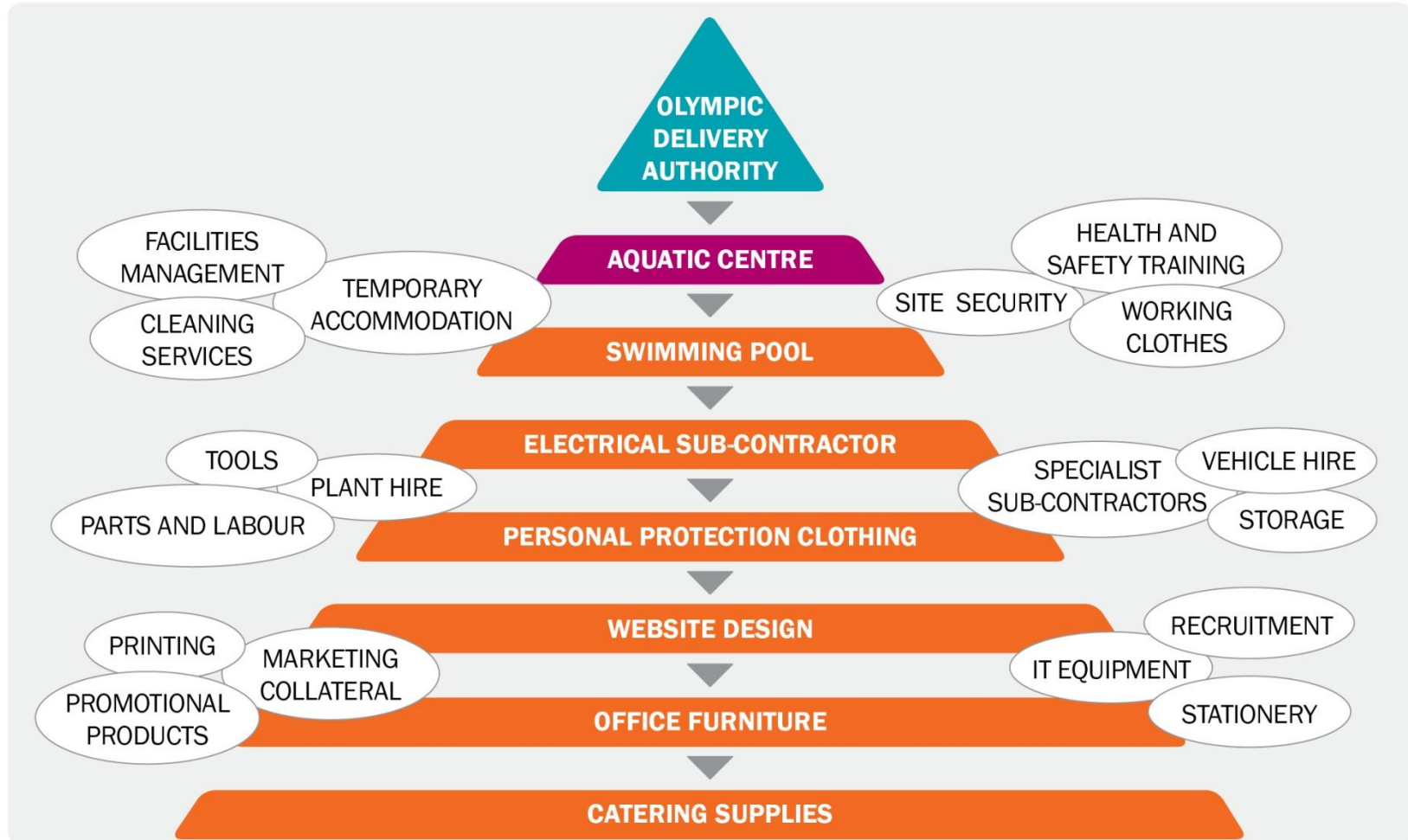
- A website designed to ensure that UK's businesses are able to capitalise on the investments in 2012 Games
- Open up the supply chain opportunities – not just top tier
- Build capacity and skills in London's SME community
- Provide complete visibility of awardees



ODA Supply Chain



ODA Supply Chain



CompeteFor – the story so far

- 110,000 UK businesses registered (32K in London)
- 6,004 opportunities posted to date
- 47,105 businesses shortlisted for opportunities
- 2,443 contracts awarded to date
- 660+ buyers using the service
- 15,162 businesses referred to business support
- 2,765 businesses received intensive assistance

CompeteFor Awards – the story so far

No. of Employees in Winning Businesses	% of Total Awards February 2010
1-10	17.6%
11-20	11.3%
21-50	19.8%
51-100	12.2%
101-250	13.5%
Sub-Total to SMEs	74.4%
250+	25.6%
TOTAL	100%

CompeteFor – the story so far

All Shortlisted businesses

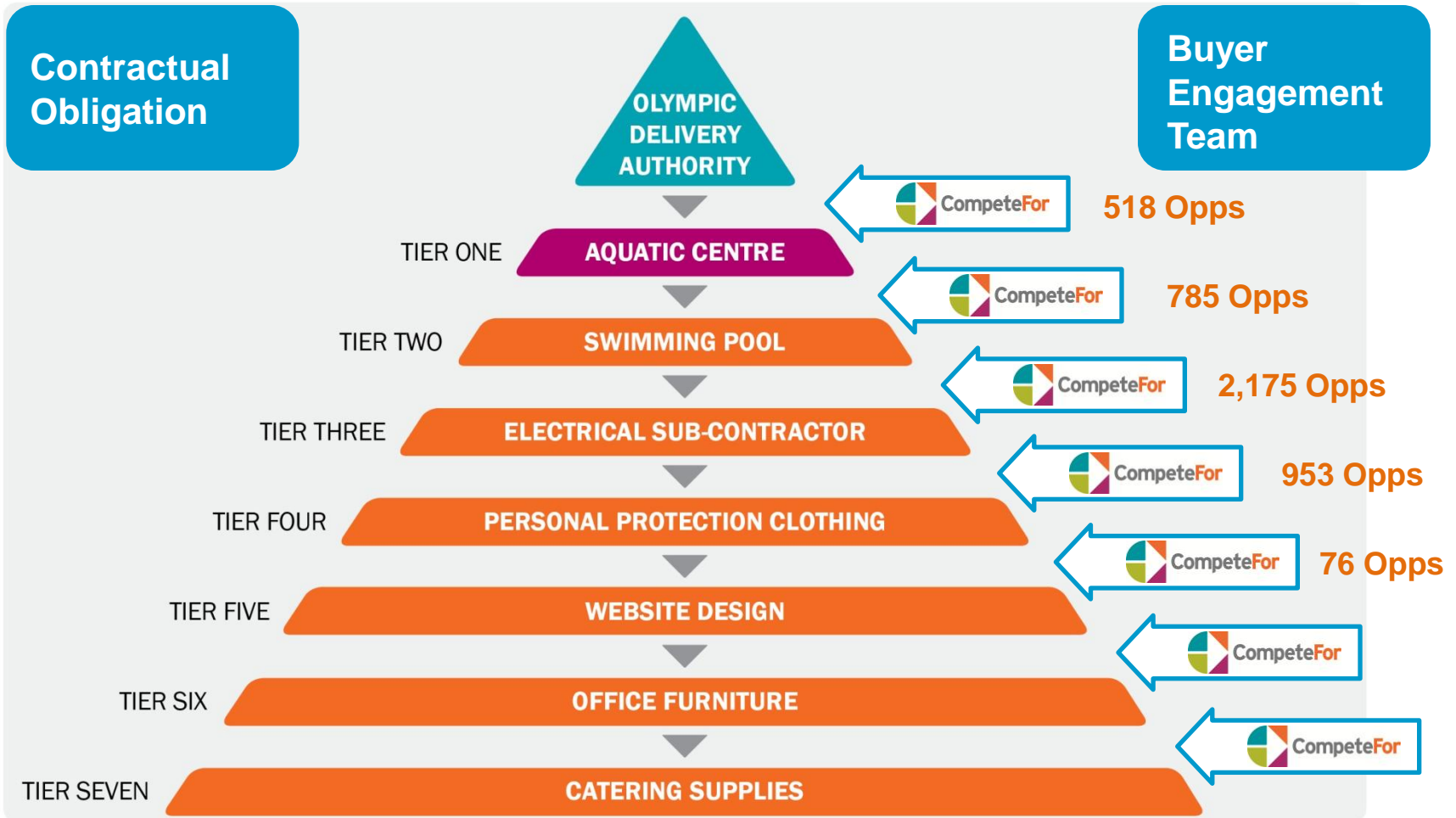
BAME owned or led	6146	(13%)
Women owned or led	9766	(21%)
Disabled owned or led	649	(1.4%)
LGBT owned or led	512	(1.1%)

CompeteFor – the story so far

London Businesses Awarded Contracts

BAME owned or led	33 (12%)
Women owned or led	38 (14%)
Disabled owned or led	3 (1.1%)
LGBT owned or led	5 (1.8%)

CompeteFor – the story so far



London 2012 - opportunities still to come



ODA:

- 50% site already completed
- £1 billion still to be awarded
- 150 Tier 2 contracts on Village
- 14 Tier 2 contracts on Media Centre and packages still being placed for the Aquatics Centre and Main Stadium

London 2012 - opportunities still to come

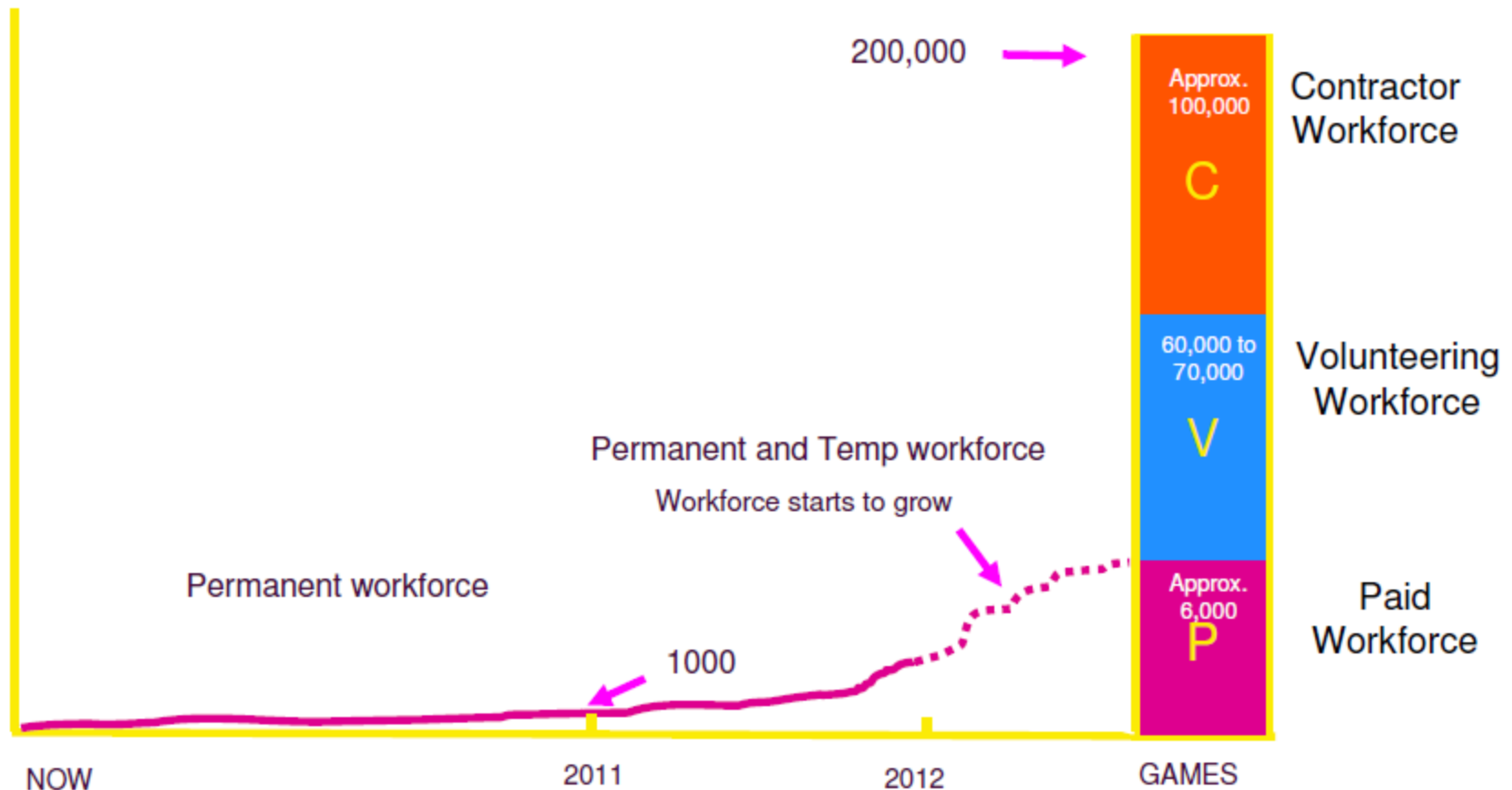
LOCOG:

- Procurement of £700 million worth of goods and services between now and 2012
- Additional £700 million value in kind with TOP and domestic partners



Wider 2012 Benefits - Skills

Our aim is to create and develop a motivated and inspired workforce to help to deliver a memorable Olympic and Paralympic Games in 2012



660 + buying organisations using CompeteFor

- London Organising Committee
- Olympic Delivery Authority
- London Development Agency
- Host Boroughs Unit
- Greater London Authority
- Transport for London
- Metropolitan Police
- London Fire & Emergency Planning Authority
- CrossRail
- Visit London



CompeteFor and Local Authorities

City of Westminster placing all their procurement (est. £400-500m pa)

Currently piloting CompeteFor:

- Tower Hamlets
- Haringey
- Waltham Forest
- Southwark

Considering pilot in coming months:

- Barking & Dagenham
- Hammersmith & Fulham
- Havering
- Barnet

Awarded Opportunities

Cleaning Services (ODA)	Tarem Cleaning Services, Lewisham
Health & Safety Workshops in Schools (ODA)	Arc Theatre, Barking
Merchandise Concession Stands (LOCOG)	Event Merchandising, Brent
Records Stationary (ODA)	Filing Plus Group, City of London
Provision of Flower Services (TfL)	Arena Flowers, Ealing
Catering & Allied Services (ODA)	Boulevard Events, Hackney
Same Day Courier Services (Bury Fixings)	Star Mini Cabs & Courier (Havering)
Mains Fed Water Cooler (Lewisham College)	Water Cooler Company (Merton)
Equality Impact Assessment (LDA)	J Poorman Associates, Croydon

Thank you

CompeteFor Resource Centre:



CompeteFor®

RESOURCE CENTRE

| [What is CompeteFor?](#) | [How to register](#) | [Already registered?](#)

What is CompeteFor?

CompeteFor is a website that allows businesses to compete for contract opportunities generated by London 2012 and other central and local government organisations.

CompeteFor began as a tool to give the business community access to supply chain opportunities generated by the London 2012 Games. The online portal is now being used by a number of public sector organisations to help SMEs benefit from the tens of thousands of private sector contracts generated by government spend.

Find out more about CompeteFor by watching a [short video](#) of Mike Mulvey, Chief Executive of the London Business Network. >>>

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[How to register on CompeteFor?](#) [Watch the registration process](#)

**CompeteFor
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www.londonbusinessnetwork.com/competefor

