



# Compete North East

DELIVERING REAL  
**BUSINESS  
OPPORTUNITIES**



**BUSINESS. COLLABORATION. TENDERING.  
OPPORTUNITIES. EVENTS. WIN BUSINESS.  
CONTRACTS. NATIONAL. LOCAL. GROW.  
PROCUREMENT. SUSTAINABLE. LEARN.  
PEOPLE. SUPPORT. PARTNERSHIP. TOGETHER.**

**Compete North East is an innovative service which works closely with business communities and purchasing organisations.**

Combining expertise, skills and experience, the Compete North East team has strong links with buyers and suppliers, identifying new and relevant opportunities and giving businesses all they need to competitively tender for new contracts.

Its aim is to effectively open up procurement opportunities to businesses in the North East, enabling them to grow and succeed through this business development route. The service provides the support and advice businesses need to overcome the barriers in the tendering process and to progress to winning new business.

Compete North East services initially focused on maximising the opportunities associated with the London 2012 Olympic and Paralympic Games. As the team has built strong capabilities across a range of sectors, it's grown substantially and now focuses on sourcing opportunities through a number of networks. These include: the Glasgow 2014 Commonwealth Games, the London Crossrail rail infrastructure project, and Regional Local Authority and Social Housing contracts.

**£82,417,556**

Value of contracts won by North East's Businesses  
(includes £12m with Compete North East involvement)

**Staged over 70 events**

aimed at helping businesses.

**Supported over 2000 businesses**

Contact the **Compete North East** team  
on **0845 600 9 006** or **enquiries@competenortheast.co.uk**

## GET FIT TO COMPETE

### Supplier development programme

Following completion of the programme, organisations will have acquired the skills to prepare, submit and negotiate a tender.

### Bespoke mentoring from experienced directors and senior managers

Where more intensive 1:1 support is required our wide range of mentors with experience and skills in specific sectors can provide detailed hands on support.

## READY TO COMPETE

### Assistance in registering your capability

On the Compete North East and national 'CompeteFor' database

### Proactive marketing of products, services & skills database to prime contractors

### Proactive opportunity finding service

Our experienced team will be continually spotting opportunities for you to compete based on an agreed set of criteria

### Facilitate one-to-one introductions

To potential buyers at events, conferences, meet the buyer forums and much else.

## COLLABORATE TO COMPETE

### Matching capability to contract opportunity

We use our knowledge of major projects and programmes and match them with your capability to supply

### Partnering and joint venturing

Assisting you to collaborate with potential partners by identifying complementary products, services & skills

### Practical advice and specialist support

On how to structure joint ventures or consortium bids

**www.competenortheast.co.uk**

Spectrum 6 Spectrum Business Park Seaham SR7 7TT



## LONDON 2012

Delivering the London 2012 Games requires the procurement of goods, works and services from a wide range of firms resulting in over 75,000 individual large and small tendering opportunities from approximately 7,000 contracts.

The overall project has a combined spend of approximately £11 billion. The London Organising Committee of the Olympic Games and Paralympic Games Ltd (LOCOG) is the agent responsible for staging the games and will let most of the contracts for goods and services.

All opportunities are advertised on CompeteFor. Once businesses have registered and published their CompeteFor Business Profile, they will automatically receive email alerts for appropriate tender opportunities.

## OTHER OPPORTUNITIES

Compete North East also helps with sourcing opportunities for a range of other contracts, including the Glasgow 2014 Commonwealth Games, Regional and Local Authority Frameworks and Social Housing contracts.

## CROSSRAIL

Crossrail is the new high frequency, convenient and accessible railway for London and the South East. The project is currently the largest construction and civil engineering project in Europe with a combined spend of £14.8 billion.

Construction started in 2010 with tunnelling works due to commence in spring 2012. It is expected the project will be completed in 2018.

The large and complex scale of the Crossrail programme means there are opportunities available for all sizes and types of supplier.

Opportunities will fall into two categories; direct with Crossrail Ltd and indirect with the Crossrail supply chain.

All indirect subcontract opportunities with Tier 1 contractors are advertised on CompeteFor. Once businesses have registered and published their CompeteFor Business Profile, they will automatically receive email alerts for appropriate tender opportunities.

CompeteFor is an innovative website which allows North East businesses access to contracts advertised by buyers responsible for the procurement of some of the UK's biggest projects. At present the most significant of these are contracts associated with the London 2012 Olympics, the building of the Crossrail infrastructure, the Metropolitan Police and Local Authorities in the London area.

CompeteFor acts as a brokerage service, matching buyers with suitable suppliers throughout the supply chain. The site will also be used to procure products and services required to stage the 2012 Olympic Football events in Newcastle.

Compete North East's procurement specialists can provide support and advice to businesses who wish to register and publish a full business profile on CompeteFor.

### A quick guide to CompeteFor:

- It's easy to use and is a free service
- Registering your business details on [www.competefor.com](http://www.competefor.com) will allow you to view contract opportunities and keep up to date with news and events.
- By completing and publishing a business profile, businesses will be automatically matched to contracts, saving time and effort. You will receive an email alert notifying you when a suitable opportunity is matched and inviting you to apply.
- When publishing a business profile you will be asked to include information about relevant health and safety, quality management and insurance policies which will be required by all buyers. If you don't have these policies in place, Compete North East can provide advice and assistance on satisfying buyers' minimum requirements.
- CompeteFor includes a facility to track contracts which have been awarded. This facility provides businesses with the market intelligence to investigate, with the prime contractors or companies in the supply chain, where opportunities maybe open to bid for.
- Compete North East's procurement specialists can provide support and advice to businesses who wish to register and publish a full business profile on CompeteFor.

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Compete North East has a suite of events and workshops that provide the training and education aspect of the service. These events are specifically designed to provide North East businesses with the knowledge and skills to begin and continue tendering successfully.

The events not only raise awareness and intensively train businesses in procurement and business opportunities, but also up-skill businesses in dealing with the stages after the tender process, such as negotiation and contract management. We also provide opportunities to 'meet the buyer' as well as to meet and network with other businesses from around the region.

### Supplier Development Programme

The Compete North East Supplier Development programme is delivered through a series of events designed by Business to Business and Compete North East to give businesses the skills and practical knowledge to be able to identify, bid for and win new sales contracts. Whatever stage your business is at, completing the programme will make access to new business opportunities easier.

Find out about events in your area, visit [www.bizgenerator.co.uk](http://www.bizgenerator.co.uk)

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**97%**

of delegates on Compete North East's supplier development programme said it had improved their ability and confidence to compete.

### Compete North East offers you:

- A wide range of workshops and seminars to help you to generate new business
- Sales and marketing training to help you to sell effectively
- One-to-one support to write tenders and actually win new contracts
- Face-to-face meetings with buyers and procurement managers with real purchasing requirements
- Up-to-date information on the latest opportunities to help your business to grow
- Links to NEPO (North East Procurement Organisation) and other purchasing organisations to help you identify the best opportunities for you.

## CARING HANDS

Caring Hands is a charity which supports elderly people across Newcastle. They attended one of Compete North East's series of Policy Development Workshops at the end of 2010.

The advice and information that Caring Hands received at the workshop enabled them to complete the pre-qualifying question section of the tender process, compiling and creating the policies they needed in place to fulfil the criteria. The charity was subsequently awarded a £30,000 contract by Newcastle City Council to provide elderly residents with a handyman service.



*"I was half way through completing the tendering process for the contract application when I attended the workshop. It became apparent that my existing policies needed to be refined and I put in to practice the advice I had received almost immediately.*

*"It's fantastic that we have been awarded this contract and our handyman service can reach more elderly people. Now we have completed the PQQ tender process we have our foot in the door. Hopefully we can build on this success."*

**Dawn Henderson**  
Manager, Caring Hands

## HART DOORS

Hart Doors is a family run business that has been going for over 60 years. Based on Westerhope Industrial Estate in Newcastle, it employs 30 people and has a turnover of three million pounds. It has a reputation for supplying shutters for projects of international significance, having also worked on Heathrow's Terminal 5, Dubai metro and St Pancras Station.

The company won a six figure contract to supply all the fire and security shutters for the Olympic stadium, 25 in total. And since winning the Olympic contract, Hart Doors has sought advice from Compete North East, attending networking events and workshops as well as receiving advice on completing the bidding process for contracts for the Glasgow 2014 Commonwealth Games.



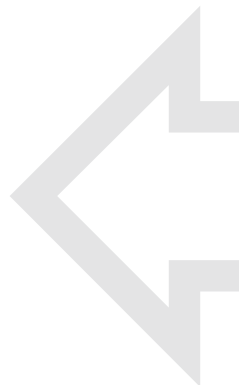
*"Compete North East has helped us with the tendering process for a number of contracts as well as providing excellent networking opportunities."*

**Alan Richardson**  
Contracts Manager, Hart Doors



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