

## You said/we did

Stephen Tokley

Crown Commercial Service

You wanted a clear place to go to find contract opportunities

We've introduced the Contracts Finder website. By law government contracts above £10k and public sector (councils, NHS etc) contracts above £25k, which are advertised, must appear on Contracts Finder.

We're working to improve the search facility but you'll find opportunities all over the country

You said you wanted to know where to find opportunities in government supply chains – subcontracts with our big suppliers

We changed our policies for large contracts. From 1 May 2018 where government lets a high value contract the contract owner will have to use Contracts Finder when refreshing its supply chain during the life of the contract. You will find increasing numbers of these opportunities going forward.

You thought our documents were too long and complicated

We introduced a streamlined set of selection questions because we heard that PQQs were too long. By law public sector bodies should use these questions or tell us why they're not.

Crown Commercial Service has introduced a simpler contract and many government departments are also simplifying their contract terms

When you win a contract you wanted fair payment terms

We changed the law so you should have 30 day payment terms in public contracts and those terms should also appear in subcontracts

We've recently consulted on going further to link the payment record of big contractors to their eligibility to win high value contracts and also providing a right of access so small firms in supply chains can contact the government department if they're not getting paid promptly

You said government contracts were often too big

We have new rules so Government Departments are required to consider how big deals can be broken up into lots, giving companies of all shapes and sizes an opportunity to bid.

## When you think something is wrong

You wanted to be able to raise concerns when you found something you didn't understand or thought was unfair

We introduced the mystery shopper investigation service. It investigates issues relating to UK government contracts and the public sector in England. Results are published online and under the Small Business Act of 2015 public bodies must co-operate with its investigations. You can contact the team at [mysteryshopper@crownccommercial.gov.uk](mailto:mysteryshopper@crownccommercial.gov.uk) and read about what it does at <https://www.gov.uk/government/publications/mystery-shopper-scope-and-remit>

You told us the way we did procurements made it difficult for SMEs to compete

We've made progress but we haven't solved all the issues. So we appointed an SME Panel - <https://www.gov.uk/government/publications/sme-panel> - to advise us and they've been looking at barriers and perceptions and give their views to the team and our Minister. We've also appointed an SME Crown Representative to be the voice of SMEs in government - <https://www.gov.uk/government/collections/emma-jones-small-business-crown-representative>.

# The areas we work in

## Buildings

- facilities management
- maintenance & repair
- utilities & fuels

£520m savings by 2019/20

## People

- permanent & temporary staff
- outsourced services
- advisory services

£420m savings by 2019/20

## Technology

- cloud & digital solutions
- network services
- software
- technology products & services

£520m savings by 2019/20

## Corporate Solutions

- travel
- fleet
- office solutions
- print, post & storage
- marketing & comms
- financial services
- co-centres

£540m savings by 2019/20



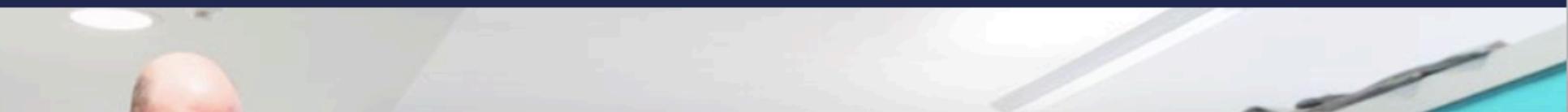
Crown  
Commercial  
Service

# Selling to government

**A guide for small and medium-sized  
enterprises (SMEs)**

by Emma Jones

and the Crown Commercial Service



# Government is Open for Business

## Government manifesto commitment:

By the end of this Parliament £1 in every £3 we spend will be with small businesses in the UK

- What we're doing
  - Contracts Finder
  - Making it more simple
  - Prompt Payment
  - Mystery Shopper
  - Crown Rep for Small Business & SME panel
  - SME Ministers in all departments
  - Engaging with large suppliers and making it easier for you to find supply chain opportunities



HM Government

**GOV IS OPEN  
FOR BUSINESS**

By 2020  
**£1 in every  
£3 we spend**  
will be with small  
businesses in the UK

find out more at:  
[gov.uk/openforbusiness](http://gov.uk/openforbusiness) **#Open4Biz**

## Scope of CCS led Brexit work

**Our priority:** To ensure the UK public procurement regime can continue to function effectively and efficiently from exit day and that UK businesses can continue to have guaranteed access to international public procurement markets

### **Workstream 1: EU exit and market access negotiations.**

Lead UK/EU negotiations on the Withdrawal Agreement, in line with our mandate to ensure that public procurement continues to function as smoothly as possible during the implementation period. Lead UK/EU negotiations on the future trade aspects of public procurement with the objective of maximising market access.

## Scope of CCS led Brexit work

### **Workstream 2: EU (Withdrawal) Bill, SIs and Systems.**

Deliver secondary legislation under the EU (Withdrawal) Bill to fix legally inoperable provisions in the current procurement rules as a result of EU exit, to implement any Withdrawal Agreement, and ensure a UK replacement for the OJEU/TED system is in place as a contingency if no agreement is reached.

### **Workstream 3: WTO Agreement on Government Procurement (GPA).**

Negotiate UK accession to the WTO Government Procurement Agreement as a party in our own right to ensure UK businesses can continue to have guaranteed access to procurement opportunities in the major international economies.

## Scope of CCS led Brexit work

In addition, we have two longer-term workstreams on future international agreements and scoping the opportunity for rules reform, should reform be possible in the future:

### **Workstream 4: International Agreements.**

Ensure continuity of international agreements, which refer to procurement to ensure continued access for UK businesses to EU and international procurement opportunities. Develop a model procurement chapter for future Free Trade Agreements (FTAs)

### **Workstream 5: Procurement rules reform.**

Design a reformed, simple and flexible procurement regime post Brexit that supports growth by focussing on commercial outcomes, value for money, and a transparent and competitive procurement process.

Any Questions?