

## WELSH GOVERNMENT'S BUSINESS WALES TENDERING SUPPORT

### TENDERING ASSISTANCE

Finding the right supplier is crucial to any successful organisation. The Business Wales Tendering Support aims to help business create effective inter-trading relationships and to provide practical assistance to SMEs in winning private and public sector contracts and tenders. The new Business Wales programme came into existence on the 1<sup>st</sup> January 2013. The public sector in Wales spends around £4.3billion per annum but just 51% of this expenditure stays in Wales. If an extra 1% of this expenditure were to stay in Wales - an extra 2000 jobs could be created. The aim of the programme is ensuring that more public and private sector contracts are won by businesses in Wales.

The backbone of the Tendering Support is:

- Assistance to businesses to find relevant tendering opportunities, mainly within the public sector but also with the private sector
- Establishing solid relationships with Procurement personnel within the Public Sector
- Assistance to fill in tender forms and pre-qualification questionnaires
- A number of events including How To Tender Workshops on two levels, Introductory and Advanced, Sell2Wales, E-Procurement, Meet the Buyer and Supplier Briefing events
- Meet the Buyer/Meet the Contractor Events for private sector companies wishing to fulfill their supply chain requirements
- The project website is the National Procurement website [www.sell2wales.co.uk](http://www.sell2wales.co.uk)

### KeyActivities

The Project will:

- Help businesses and the public sector purchase goods and services from local suppliers.
- Help prepare local businesses meet the requirements of buyers operating in both the public and private sector.
- Facilitate the opportunities for businesses to work on a collaborative basis in order to access large contracts.
- Provide up-to-date information to local business on potential contract/business opportunities.
- Develop a comprehensive data base of buyers and suppliers to facilitate inter-trading

### Who is Eligible to Apply

- Private sector companies with up to 249 employees, independently owned or with an autonomous base in Wales.
- Community businesses and "not for profit" social enterprises.

Menter a Busnes is responsible for delivering the service pan Wales on behalf of the Welsh Government.

