

Tender Opportunities

Each year the public sector spends a huge amount of money and is always looking for new suppliers. However small your business, there are always opportunities to enter this market. Even if you are already supplying one part of the public sector, it is worth looking for opportunities in other areas.

Public-sector organisations are good customers. They have to be fair, honest and professional in the way they choose suppliers and in any dealings with them. Most are also long-standing, stable customers, and have to pay promptly and in line with agreed contract terms.

One of the effects of the single market is that public authorities throughout the European Union are obliged to advertise all major contracts due to go out to tender. During a year the combined value of these contracts amounts to well over £400 billion, and therefore represents a tremendous opportunity even for relatively small firms.

All these tenders, covering supply, service and public works contracts are published in the communities Official Journal and cover requirements from a vast range of industries.

The Official Journal also offers other information such as pre-information notices of forthcoming contracts you may wish to bid for, and contract award notices advising who has won contracts, under what conditions, and gives you the opportunity to target these companies for sub-contract work. The latter being especially attractive to small and medium sized companies not seeking to bid for main contracts.

The Chamber supplies a weekly monitoring service,

within your chosen sector and country. All contracts are emailed in the week of the search.

YEARLY SUBSCRIPTION

Includes Invitation to Tenders, Prior Information Notices, Contract Awards and Additional Information.

COST

MEMBERS: **£550** + VAT

NON MEMBER: **£1,100** + VAT



To reserve your place please contact Stephanie Warrington on **01254 356473** / s.warrington@chamberelancs.co.uk