

CompeteFor

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To deliver on bid commitments made to the International Olympic Committee (IOC) the English RDAs and the devolved administrations (supported by London 2012) have developed a web-based service called CompeteFor.

The CompeteFor mission is “to ensure the transparency and availability of London 2012 business opportunities, maximising the number and diversity of businesses contributing to the London 2012 programme, and to create a legacy of increased capacity and expertise within UK businesses”.

This initiative exceeds any previous approach to open up supply chain opportunities flowing from an Olympic and Paralympic Games.

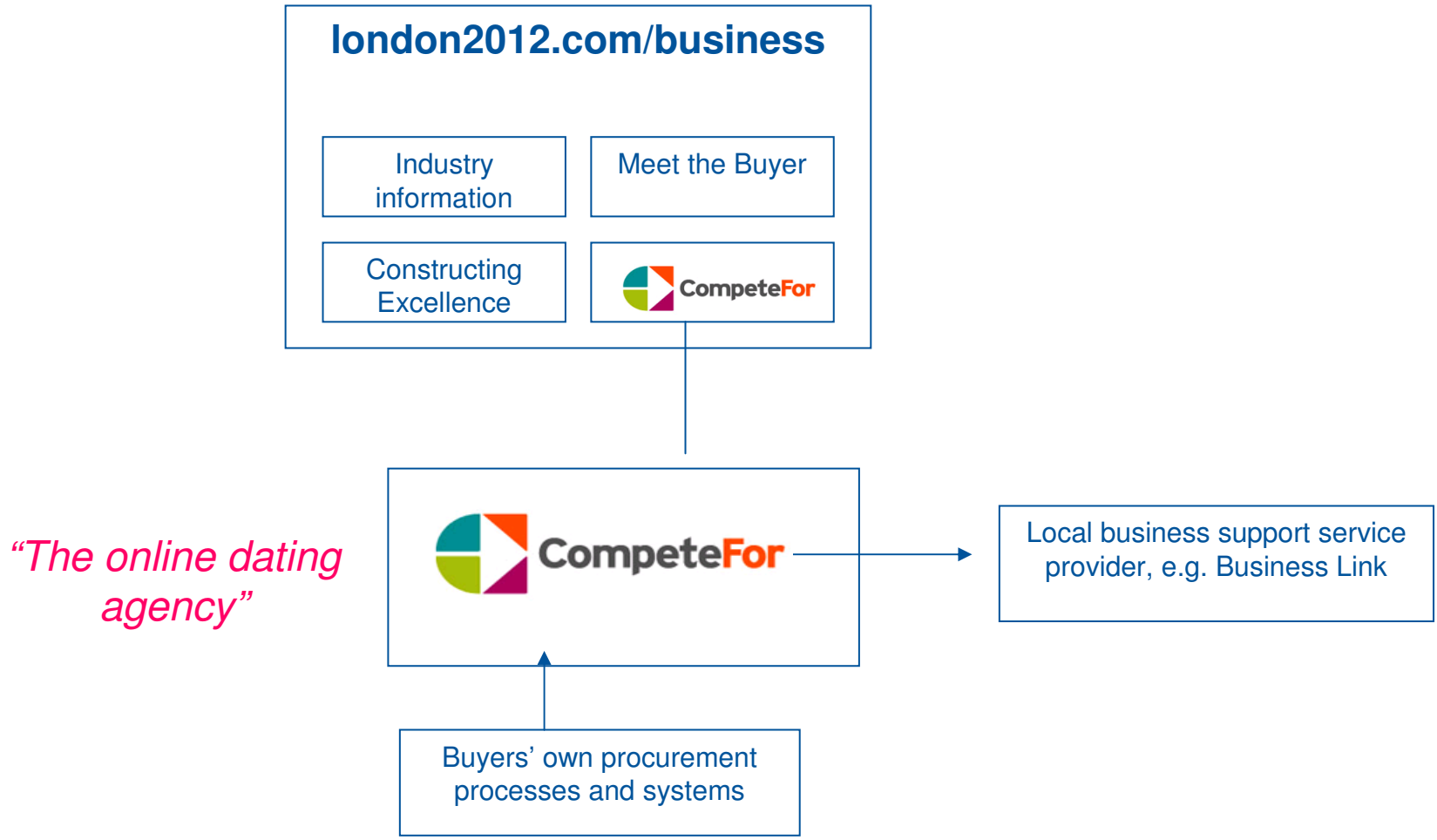


CompeteFor is..

- ..a website, designed to publicise new business opportunities within the London 2012 supply chain.
- ..like an 'online dating agency', matching buyers in the London 2012 supply chain with a short-list of potential suppliers.
- ..designed to signpost UK businesses towards existing local business support, such that they may increase their capacity and expertise.

CompeteFor is not..

- .. designed to automate the whole procurement process.
- ..designed to break up existing supply chains.





What's in it for **buyers**?

- Registering for CompeteFor provides buyers with access to a wider, more diverse supplier base, and the tools to short-list suppliers to meet their specific needs.

How we be sure buyers will use CompeteFor?

- Buyers at every level of the London 2012 supply chain will be contractually required to advertise new contract opportunities online using CompeteFor. A Buyer Engagement team will reinforce this requirement.

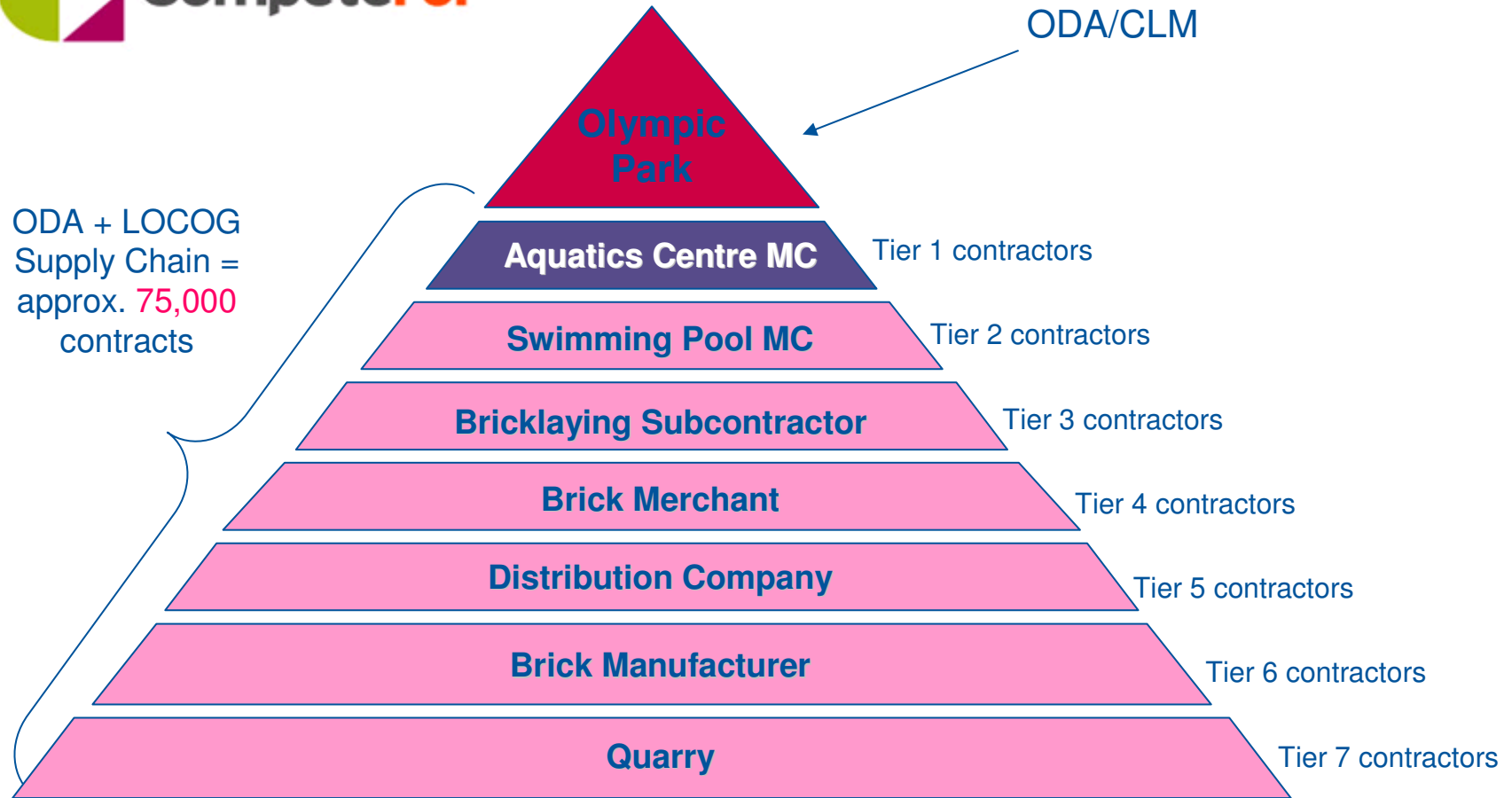


What's in it for **suppliers**?

- Registering for CompeteFor means potential suppliers will be automatically matched to relevant new opportunities and invited to apply for them online.
- These are supply chain contract opportunities that – without CompeteFor – would not 'see the light of day'.
- The CompeteFor service also provides the means for UK businesses to access local diagnosis and tailored business support in order to become fit to compete.

How many contracts will there be?

- It is estimated around 10,000 sub-contracts will be advertised on CompeteFor stemming from the ODA alone. Other tier 1 buyers include LOCOG and the five host boroughs.



CompeteFor is targeting around 20% of the contracts in the ODA's supply chain, or approximately 15,000 contracts over 2-3 years

Not to mention those flowing from LOCOG, the five host Boroughs, and others...

Supplier Activity Centre

Buyer Activity Centre

My Account

Contact Us

Useful Links

Help

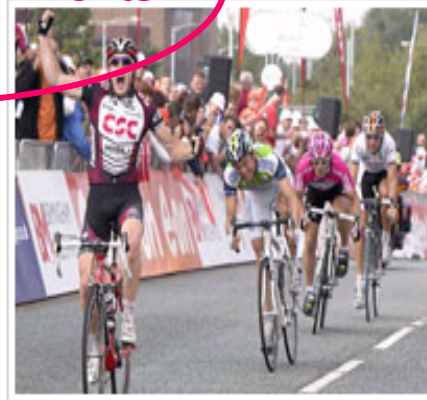
Logout



Advantage West Midlands

Local News and Events

Activity Centre



The West Midlands is a diverse and vibrant region that has the unique benefit of being located at the heart of the UK. The West Midlands comprises the counties of Shropshire, Staffordshire, Warwickshire and Worcestershire; the unitary authorities of Herefordshire, Stoke-on-Trent and Telford and Wrekin; and the seven metropolitan districts of Birmingham, Coventry, Dudley, Sandwell, Solihull, Walsall and Wolverhampton.

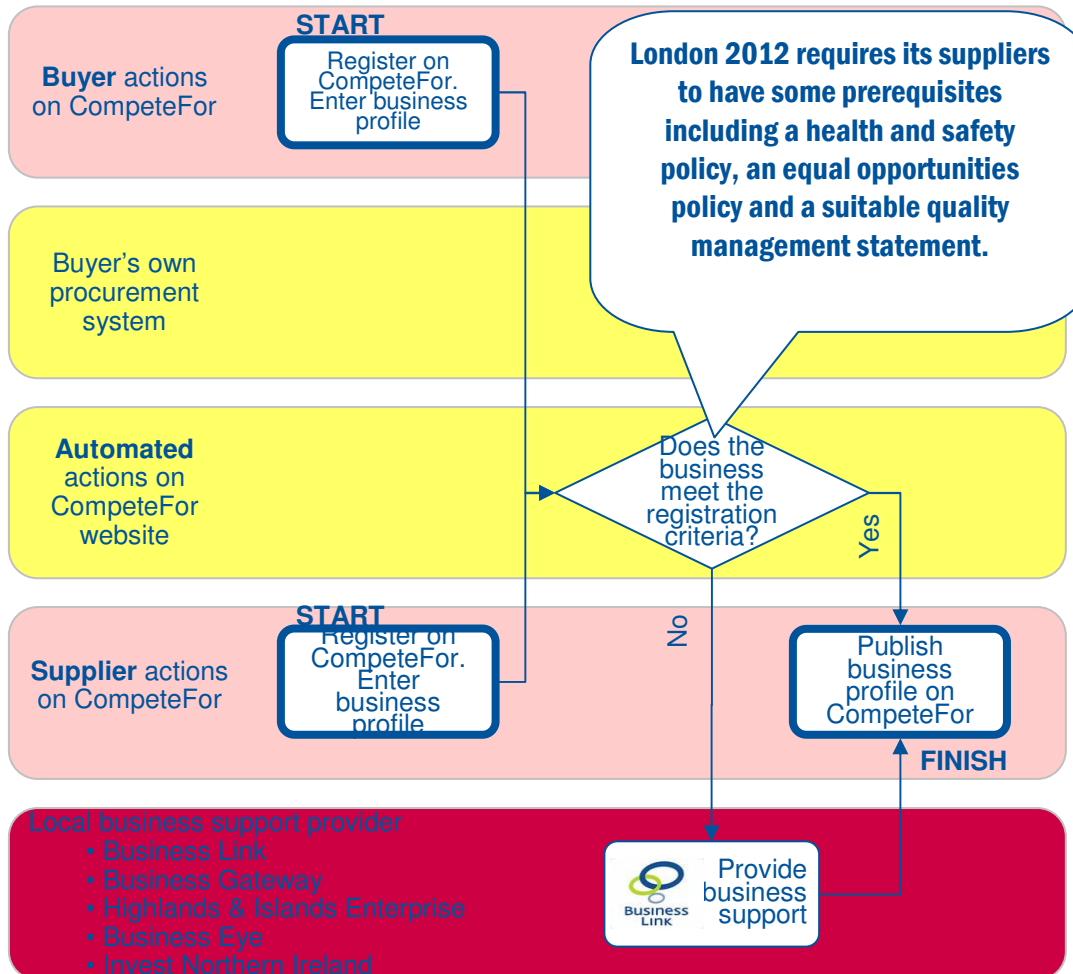
As the UK's best connected region and with highly developed manufacturing supply chains and professional services networks, the West Midlands is perfectly placed to benefit from the London 2012 Olympics.

The West Midlands is the birthplace of the modern Olympic movement, with the Wenlock Olympian Games held regularly in Shropshire since 1850. Founded by Doctor William Penny Brookes, these games are widely credited with influencing Baron de Coubertin to found the modern Olympics. The West Midlands Olympic pedigree continues, with Villa Park in Birmingham set to feature as a venue for the 2012 Games.

CompeteFor is designed to help West Midlands-based businesses like you take full advantage of the direct and wider



CompeteFor registration process



How does this process work?

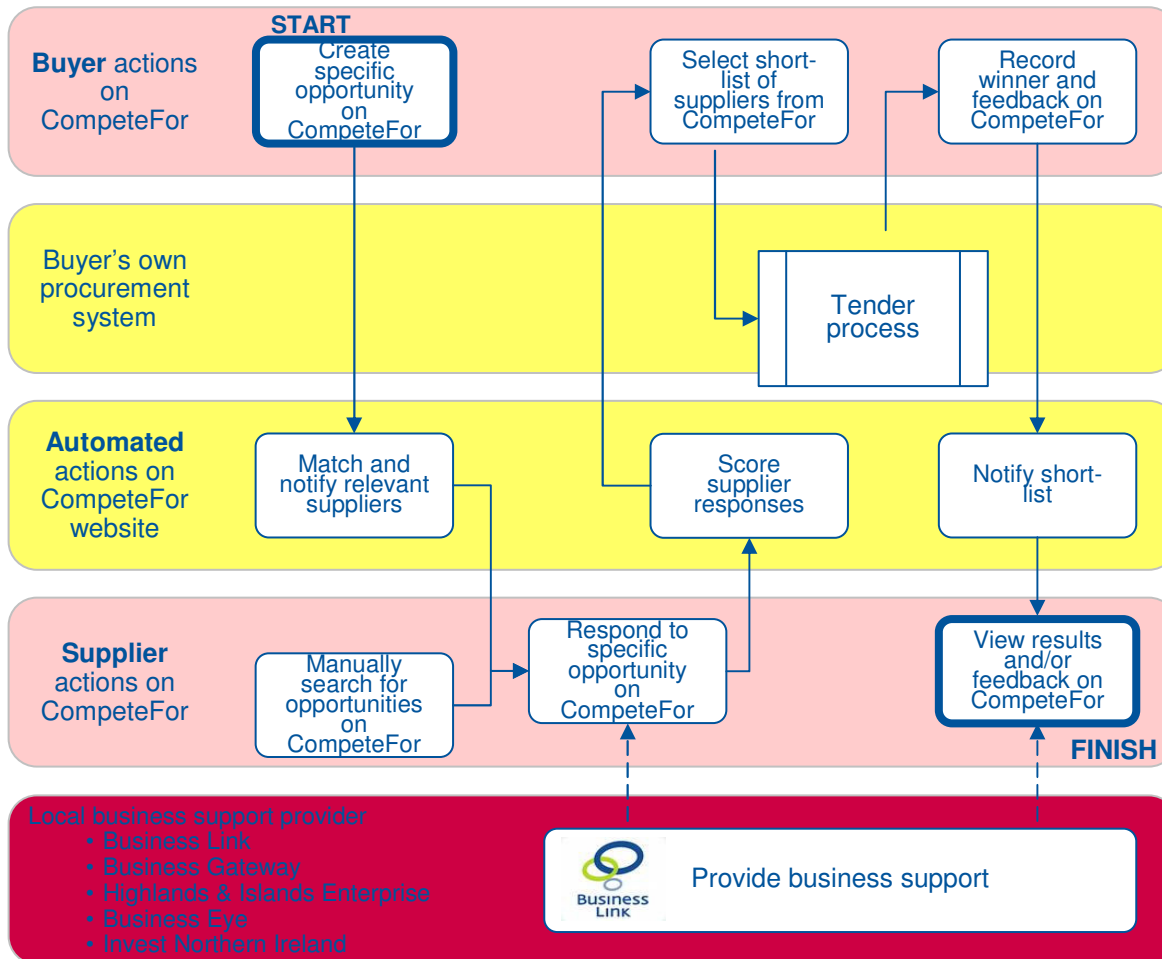
To use CompeteFor businesses first need to complete and **publish a 'business profile'**. This form includes contact details, business categories, financial and insurance details and diversity monitoring information.

When the user clicks to publish the business profile the system will determine whether the business meets the **three prerequisites** for publication. If it does, the profile is published and the user will start to receive notifications of relevant new opportunities.

If the business does not meet all three criteria a referral email will automatically be sent to the user's **local Business Link** (or equivalent) who will provide information, diagnosis and brokerage. Later, once the criteria have been met, the user can then reattempt to publish the business profile.



CompeteFor business opportunity process



How does this process work?

Once your business profile is published on CompeteFor you will be automatically matched to relevant new opportunities according to the **business categories** you have selected, and invited to apply online via a short-listing questionnaire set up by the buyer.

CompeteFor is not an e-tendering website; buyers will specify their requirements on CompeteFor, apply weightings to their requirements, and then select a **short-list** from those that have applied. Later, once the procurement process has been completed using the buyer's own tendering process and procurement system, the name of the winning bidder (and in many cases the contract value) will be recorded on CompeteFor. Bidders who are short-listed but unsuccessful will receive feedback from the buyer.



- Resources available to implement/monitor?
- Number of potential opportunities?
- Timescale?
- Motivation?
- Existing procurement processes?