

CompeteFor – London 2012 business opportunities

Kevin Ma – London Business Network



CompeteFor

- A website that gives UK businesses access to procurement opportunities generated by public sector spend
- Originally designed to help SMEs capitalise on the investments in London 2012 Games
- Opens up supply chain opportunities (not just top tier contracts)
- Provides complete visibility of awardees
- Now being used by several major public sector buyers



London 2012 Games

World's biggest event:

- 203 countries
- 15,000 athletes
- 5,000 Olympic family
- 20,000 media
- 70,000 volunteers
- 9 million tickets



London 2012

Olympic Delivery Authority (ODA)

- Public sector organisation
- Responsible for 2012 venues and infrastructure
- 2006 - 2011



Olympic Park 2012

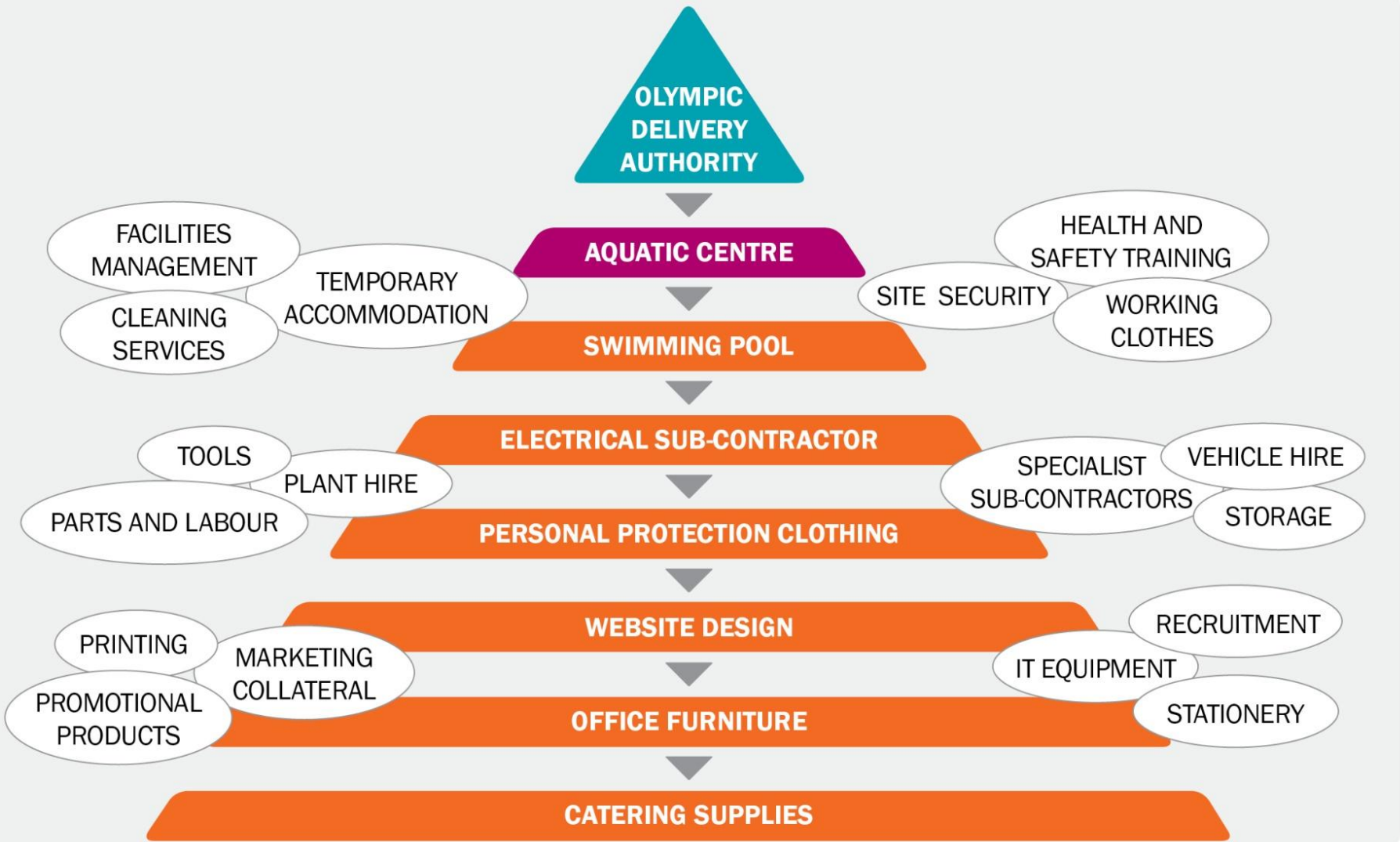


Olympic Stadium 2012

London Organising Committee of the Olympic and Paralympic Games (LOCOG)

- Private sector organisation
- Responsible for 'Putting on the show'
- Late 2009 - 2012

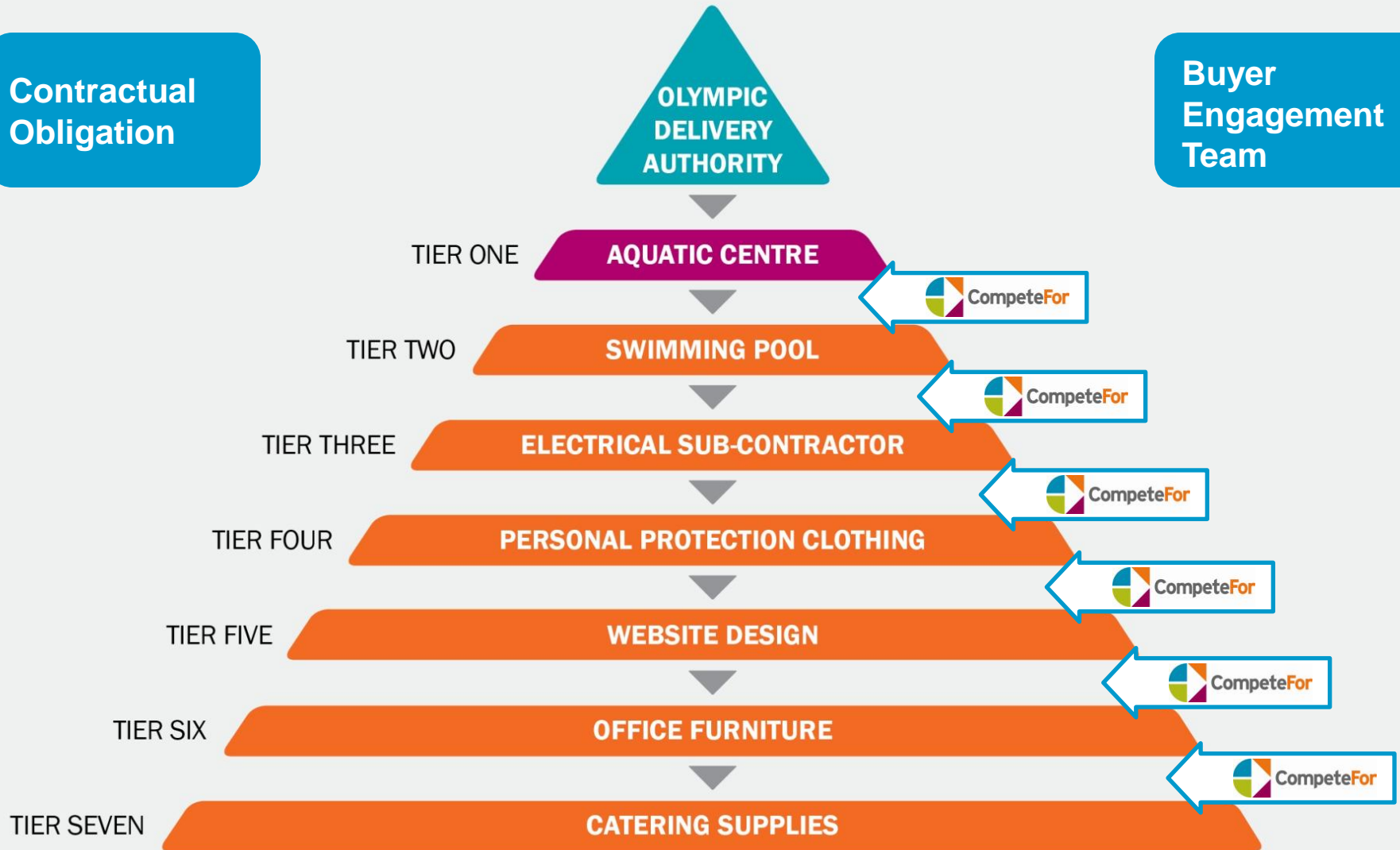
ODA Supply Chain



London 2012 Supply Chain

Contractual
Obligation

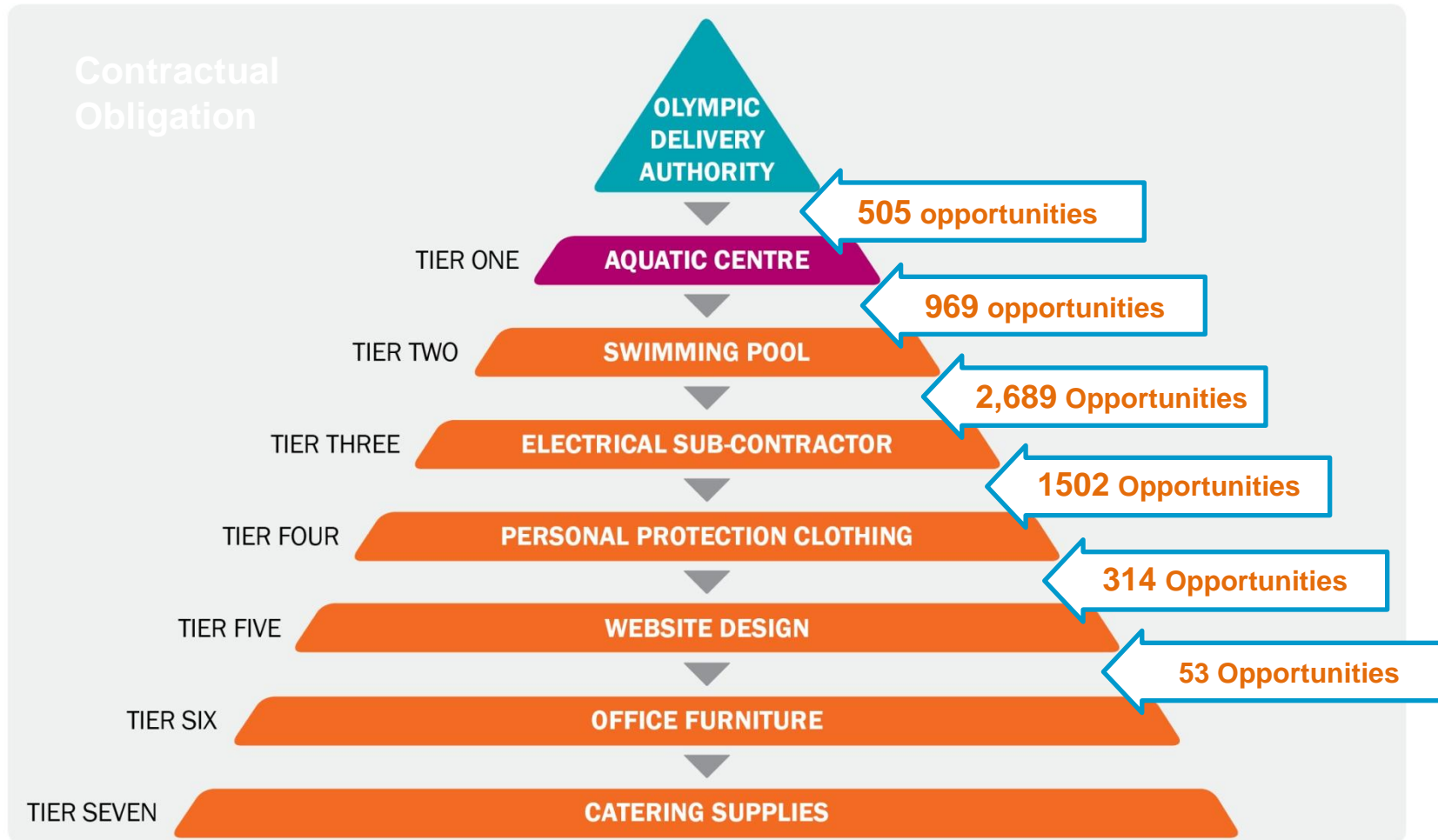
Buyer
Engagement
Team



CompeteFor – Public Sector Opportunities



CompeteFor – the story so far

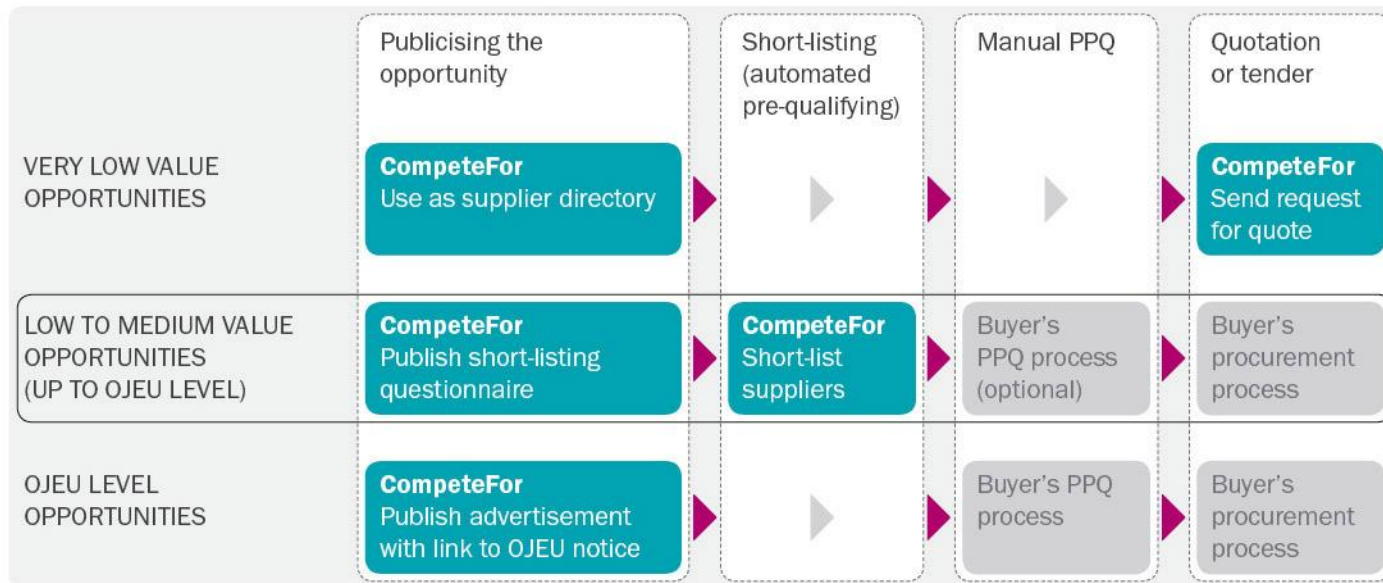


CompeteFor – the story so far

- 118,150 UK businesses registered (34K in London)
- 6,549 opportunities posted to date
- 40,961 businesses shortlisted for opportunities
- 3,591 contracts awarded to date
- 660+ buyers using the service

CompeteFor – Procurement Processes

► diagram one: How public sector buyers can use CompeteFor




CompeteFor registration

- 1) Go to www.competefor.com
- 2) Create an account
- 3) Complete and publish your business profile. You must have:
 - **A Health and Safety Policy** (if you have five or more employees)
 - **An Equality and Diversity Policy**
 - **A Quality Management Statement**
- 4) Start applying for London 2012 contracts...



CompeteFor registration

Resource Centre: www.londonbusinessnetwork.com/competefor


**CompeteFor**
RESOURCE CENTRE
[What is CompeteFor?](#) | [How to register](#) | [Already registered?](#)

What is CompeteFor?

CompeteFor is a website that allows businesses to compete for contract opportunities generated by London 2012 and other central and local government organisations.

CompeteFor began as a tool to give the business community access to supply chain opportunities generated by the London 2012 Games. The online portal is now being used by a number of public sector organisations to help SMEs benefit from the tens of thousands of private sector contracts generated by government spend.

Find out more about CompeteFor by watching a [short video](#) of Mike Mulvey, Chief Executive of the London Business Network. >>>




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How to register on CompeteFor?

1. Visit www.competefor.com
2. Register some basic details of your business to create a user account
3. Complete and publish a full business profile to be matched with relevant opportunities listed on CompeteFor that you can then apply for

Download a [PDF Registration Guide](#) or watch our animated video. >>>

[Register on CompeteFor](#)



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Supplier Public Profile

Please note CompeteFor is not responsible for information provided by or the conduct of external organisations, and LDA does not endorse any external organisation or any claims made by it.

Supplier Profile

Organisation Name: **Point Blank**

Uploaded Images



Description of Organisation

Point Blank is the most innovative music, media and arts training centre in the UK, voted 'Best Music Production and DJ College' for six years by the readers of DJ Magazine. Our accredited courses are as follows: • Music Production • MC Skills • Singing & Songwriting • Street Dance • Club Promotion/ Event Management • Acting for Film and TV • DJ Skills • Graffiti Art • Radio Production • Music Video/ Film Production • Web Construction • Performance Skills • Digital Art • Workshop Skills • Promote Yourself (in the Music Industry) • Web Marketing

Core Capability

Point Blank delivers accredited music, media and arts courses to young people at our state-of-the art music college in Central London and all over the UK

Supplier Profile

Address	23-28 Penn St
Town	Hoxton
County	London
Postcode	N1 5DL
Country	UK
Phone Number	020 7729 4884
Email Address	rob@pointblanklondon.com
Website	http://www.pointblanklondon.com
Business Categories	<ol style="list-style-type: none"> 1. Youth organisations and centres 2. Music schools 3. Educational training providers
Construction Categories	

- › My Tracked Opportunities
- › My Matched Opportunities
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- › My Opportunity Responses
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Activity Centre

Welcome to CompeteFor

Please select from the following options.

SUPPLIER ACTIVITY CENTRE

Use the options below to search for, track and respond to opportunities that you're interested in. You can also view opportunities that match your business and construction categories. You can also find a business partner through partnership opportunities. For more information, select Help in the left-hand menu.



[My Tracked Opportunities](#)



[Opportunity Search](#)



[My Opportunity Responses](#)



[My Saved Searches](#)



[Supplier Search](#)



[My Matched Opportunities](#)



[Partnership Opportunities](#)

BUYER ACTIVITY CENTRE

Use the options below to advertise or manage opportunities on CompeteFor. For more information, select Help in the left-hand menu.



[Opportunity Manager](#)



[Add Opportunity](#)

Activity Centre

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[Partnership Opportunities](#)

BUYER ACTIVITY CENTRE

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[Opportunity Manager](#)



[Add Opportunity](#)

Manually search for opportunities...



London Business Network
giving London businesses unique access to London 2012 opportunities

Helpdesk: 0845 2177804



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2012 OJEU OPPORTUNITIES

[View details of current OJEU opportunities](#)

CONTACT
USER
HELPDESK

CONTACT
LOCAL
BUSINESS LINK

Search Results

Please find below the results that match your search criteria.

You searched for:
Opportunity Status: Open

There are 16 opportunities that match all your criteria. You can sort the list by clicking on the column headings. [First/Prev] 1, 2 [Next/Last]

Opportunity Name	Awarding Organisation	My Response Status	Opportunity Status	Response Deadline	Estimated Contract Start Date	Estimated Contract Value	Tracked/ Matched
Anti Graffiti Paint	Edmund Nuttall Ltd		Open	01/08/2008 16:00	05/05/2009	Not Disclosed	-
Highways signage	Edmund Nuttall Ltd		Open	22/08/2008 16:00	10/11/2008	Not Disclosed	-
Lorry Parts	L.Lynch Plant Hire		Open	31/08/2008 16:00	28/09/2008	Not Disclosed	-
ODA Roads and Bridges Lots 3 and 4 - Security	Balfour Beatty Group Limited	Not Completed	Open	31/07/2008 12:00	15/10/2008	Not Disclosed	-
ODA Roads and Bridges Lots 3 & 4 - Catering Facilities/ services	Balfour Beatty Group Limited		Open	31/07/2008 12:00	15/10/2008	Not Disclosed	-
ODA Roads and Bridges Lots 3 and 4 - Cleaning	Balfour Beatty Group Limited		Open	31/07/2008 12:00	15/10/2008	Not Disclosed	-
OJEU - Command and Perimeter Security Systems.	Olympic Delivery Authority (ODA)	Not Completed	Open	18/08/2008 10:00	14/01/2009	Not Disclosed	-
Scoping of Games Waste Management requirements and potential for resource reuse and recycling.	The London Organising Committee of the Olympic Games and Paralympic Games Ltd		Open	01/08/2008 16:00	31/08/2008	Not Disclosed	-
Construction Hotline and Database	Olympic Delivery Authority (ODA)	Not Completed	Open	29/07/2008 13:00	01/11/2008	Not Disclosed	-
Grant for Research and Development National Impact Evaluation	London Development Agency		Open	06/08/2008 18:00	29/09/2008	Not Disclosed	-

Save Search Criteria

Amend Search

New Search

Done

Internet | Protected Mode: On

100%

Manually search for opportunities...



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Supplier Activity Centre

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Opportunity Details - Supplier

Book Publication and Author Support

Full details for this opportunity are shown below.

Use the options below to respond to or track this opportunity. Once a contract has been awarded, select View Results to view shortlisted suppliers and feedback from the buyer.

Opportunity Status: Open My Response Status: - Tracked/ Matched: -

Opportunity Details	
Opportunity Title	Book Publication and Author Support
Awarding Organisation	Olympic Delivery Authority (ODA)
Description	A requirement exists to support the ODA in producing a high quality publication. Services required are for advice and guidance on publication of a book for general release and also to review content and for the role of author/writer.
Nature of Opportunity	Services
Opportunity Type	London 2012 Supply Chain (Public Sector)
Delivery Point	London
Specialist Staff Required	Experienced Publisher/Author/Writer
Response Deadline	15/02/2008 12:00
Estimated Tender Close Date	29/02/2008
Estimated Contract Award Date	01/03/2008
Estimated Contract Start Date	01/03/2008
Estimated Contract Value (GBP)	Not disclosed
Additional Information for Supplier	The ODA are only interested in hearing from providers who have specific publishing skills and capabilities and can demonstrate their contributions to high quality publications that have been sold through retail outlets in the UK/Europe.
Business Categories	<ol style="list-style-type: none">1. Booksellers2. Writers - technical and commercial3. Bookmakers4. Book publishers5. Books - rare and secondhand

Respond Track It Stop Tracking View Results Withdraw Response Edit Response View Response Cancel

Manually search for opportunities...



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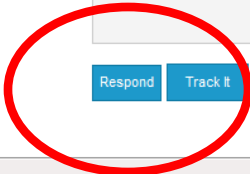
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CompeteFor buying organisations

- London Organising Committee
- Olympic Delivery Authority
- London Development Agency
- Greater London Authority
- London borough of Waltham Forest
- Transport for London
- Metropolitan Police
- London Fire & Emergency Planning Authority
- Westminster City Council
- Visit London
- Host Boroughs Unit



ERAP contracts awarded

People Friendly – Access Consultancy (London Development Agency)

Arena Flowers – Provision of Flower Services (TfL)

Snug & Outdoor – Outdoor play equipment (London borough of Hackney)

G-Ten – Home Energy Efficiency Programme (London Borough of Lewisham)

Kinetics – Upgrading of Hot Water Boiler Plant (WCC)

Merrill Legal Solutions – Transcription Services for London Assembly (TfL)

Capital Gardens – Landscape contractor for Princess May School (London Borough of Hackney)

Tank Consulting – ESF Contract Management Services (London Development Agency)

Score Communications – Supply London website re-design (Pera)

Current Opportunities

GRMO Kitchen & Bathroom Replacement	CityWest Homes (WCC)
Surveillance Installation SLA	Tower Hamlets Homes (THH)
Construction fit-out	Westminster City Council
Courier Service	GE
Telecommunications	London Development Agency
Shipping & Freight Agent / Broker	T-One Telecom Limited
Greenwich Ground Improvement for the Cross-Country Course	LOCOG
Disabled Adaptations	PW Shopfitters Ltd
Competition Hockey Pitches (OJEU)	Olympic Delivery Authority

Current Opportunities

IT maintenance and consultancy

Matrix Partnership

SEO Opportunity

The SalesPro

Provision of Digital Recording and Transcriptions

Metropolitan Police Service

Marketing Brochures

Quadnet

Security Personnel

Countrywide Event Management

Painting and Decorating Services

Run VT Limited

Disposable Plastic Aprons

Bearfields Ltd

Tyres

Edwards Coaches

Construction plant maintenance

Sharpfibre Limited

Thank you



**CompeteFor
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0845 217 7804**

