

CompeteFor & SOREC

Offshore Renewable Energy

Opening the supply chain of major
infrastructure projects

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www.competefor.com



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Introduction

- CompeteFor is an online portal designed to advertise supply chain opportunities from major buying programmes
- Service created for the London 2012 Olympic and Paralympic Games, to match buyers and suppliers, encouraging equality and transparency
- Commitment from major Buying Programmes to procure responsibly
- CompeteFor has expanded beyond its original remit, to encourage participation by other major supply chains and their partners:-
 - **SOREC**
 - **Crossrail**
 - **Thames Tideway Tunnel**
 - **Transport for London**
 - **HS2**

What we do

- Provide visibility of supply chain and partnership opportunities
- Provides an opportunity for buying organisations to build innovative and sustainable supply chains
- Deliver sustainable and measurable economic growth
- Offer genuine community benefits
- Enable SMEs and local businesses to take advantage of these B2B opportunities and build capacity



How do we do it?



CompeteFor Key Objectives

- Delivering transparency
- Local and SME engagement
- Driving innovation and value
- Enablement and capacity building
- Supplier diversity
- Supply chain visibility



Buyer Benefits

- Enables capacity building and competition throughout the Supply Chain
- Gives Buyers visibility of an innovative and diverse supplier community
- An intuitive and robust set of tools for optimising value from the supply chain.
- Automatic scoring of Supplier responses, reducing time
- Supports Corporate Social Responsibility and community benefits
- Encourages compliance and supply chain engagement
- Supplier search functionality so that you can source relevant businesses



Supplier Features



- It's FREE to register and respond to CompeteFor supply chain opportunities
- Additional FREE geographical area of 'Researched Opportunities'
- More business categories now available, based on CPV codes
- Alert and Business Profiles

Supplier Benefits

- CompeteFor provides awareness of business opportunities across a variety of sectors
- Suppliers can promote themselves via their CompeteFor Business Profile
- Standardised information is stored within suppliers profiles, making responding a quicker process.
- Sector specific email alerts advising suppliers of relevant contract opportunities





- Over the next ten years, the Offshore renewable energy market will see massive growth; nationally and worldwide
- SOREC has been created to support SME's, wishing to work in the offshore renewable sector in the South East of England
- Looking for suppliers who fit the description to embrace the programme
- SOREC want to support suppliers in gaining business benefits
- Consider partnerships and sub contracting opportunities



- CompeteFor and SOREC will provide a range of business support activities
 - ✓ Business Readiness – how to become ‘Fit to Supply’
 - ✓ Find – gaining visibility of those all important supply chain opportunities
 - ✓ Win – how to respond robustly to supply chain opportunities
 - ✓ Deliver – providing a first class service to your client

CompeteFor Supply Chain Partners



Users

Balfour Beatty



GLE



City of Westminster





Success

- Approaching 200,000 registered businesses
- In excess of 16,500 supply chain opportunities posted
- Over 11,000 contracts now awarded, estimated at £3 Billion
- 75% of all contracts posted have been awarded to SMEs
- 90% of opportunities have come from private sector buying organisations and have been awarded all over the UK



Summary

- Continued support from key infrastructure projects, such as SOREC
- National solution for UK wide supply chain development
- Supporting sustainable and responsible procurement
- Join our growing and thriving community at:-

www.competefor.com/sorec

CompeteFor

- CompeteFor will help you gain maximum benefit from the service
- 20 Companies will receive 12 hours of direct business support
- Today, we will provide guidance on:-
 - Registration and Account Management
 - Developing a compelling Business Profile
 - Help to create an Alert Profile
 - FIND, WIN and DELIVER business using CompeteFor/SOREC





Any questions?

- Our tailored business support workshops will provide you with:-
 - Opportunity to engage with the CompeteFor team
 - Develop a clear understanding of how we can provide you with support
 - Explain the methods of engaging with SOREC
 - Unprecedented access to a unique and exciting supply chain

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