

Afternoon Session



- Creating and Optimising your Business Profile in the SOREC Portal
- The Business Readiness Test

Adam Compton

Key Accounts Manager

Introduction



- CompeteFor is an online portal designed to publicise contract opportunities for capital buying programmes
- Service created for the London 2012 Olympic and Paralympic Games, to match buyers and suppliers, encouraging equality and transparency of opportunities
- Commitment from Major Buying Programmes to procure responsibly
- CompeteFor has expanded beyond its original remit, to incorporate additional supply chains
 - Crossrail
 - TfL's SWIP
 - Thames Tideway Tunnel
 - Transport for London
 - HS2
 - SOREC

CompeteFor – What We Do



- UK wide supply chain development portal, designed to open up major supply chains
- Deliver sustainable and measurable economic growth
- Community benefits, via visibility of opportunities
- Enable local and SMEs to take advantage of these B2B opportunities

CompeteFor Key Objectives



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

The SOREC / CompeteFor Portal



SOREC Portal - Supplier Features



- FREE to register AND respond to CompeteFor supply chain opportunities
- Additionally, FREE geographical area of 'Researched Opportunities'
- More business categories based on CPV codes
- Alert and Business Profiles – Promote your business

Supplier Benefits



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

CompeteFor - Opportunities

Crossrail and CompeteFor



- Crossrail is a large and complex project offering a wide range of business opportunities across many sectors
- Crossrail have adopted CompeteFor to help ensure that these opportunities are opened up to the widest possible market
- Crossrail's contractors are required to advertise all appropriate opportunities on CompeteFor, to drive innovation in the supply chain
- Over **2,100** Crossrail and Supply Chain opportunities posted to date on CompeteFor



Crossrail and CompeteFor



- Further supply chain opportunities still up for grabs
- Woolwich Station – Balfour Beatty
 - Fully engaged and have been trained in the use of the service
 - Wide range of opportunities soon to be published
- Rolling Stock – Bombardier
 - Manufacturing opportunities to be posted onto CompeteFor
 - Battery Systems, Audio Communications and Control Equipment contracts





Transport
for London



SOREC

Solent Offshore Renewable Energy Consortium

Supply Workshop

12/03/2015

- Internal contractor of choice for London Underground and TfL
- Spend of £100M per annum by 2016
- Completed the Shortlisting stage for their initial STAKE programme.
- Lots available included:-
 - Civils
 - Building Works
 - Mechanical and Electrical
 - Site Support Services
 - Cleaning & General Services
- Next Programme due to come to CompeteFor: Materials



- The Thames Tideway Tunnel is a major new sewer, urgently needed to protect the tidal River Thames from increasing pollution
- Supply chain partners will be publishing their contract opportunities
- Tier 1 contracts awarded
- Indicative construction budget of over £2 billion
- 24 construction sites along the River Thames
- A whole host of diverse opportunities will be available to suppliers



- Eastern Tunnel Section: Costain, Vinci and Bachy joint venture and is Expected Cost £500m-£800m.
- Central Section: Laing O'Rourke and Ferrovial Agroman joint venture Expected cost £600m-£900m.
- Western Section: Balfour Beatty, BAM Nuttall and Morgan Sindall Expected cost £300m-£500m.

- HS2 will be working closely with CompeteFor
- Committed to being an 'Engine for Growth'
- Generate billions of pounds of contracts
- Creation and safeguarding of jobs
- UK wide Economic Development
- CompeteFor will provide visibility of these supply chain opportunities

Transport For London's Northern Line extension

The vital addition to the Underground network will support the development of the Vauxhall, Nine Elms and Battersea area as a major extension to central London, supporting 24,000 new jobs and over 18,000 new homes.

- Joint Venture between Laing O'Rourke and Ferrovial
- Expected cost £600m
- Subcontracting opportunities posted onto CompeteFor

Case Study

Once the company profile is built up on the CompeteFor platform it is down to you to modify this as your organisation changes

This involved us uploading photographs of typical work we have / can do

Also we amended the wording to suit any significant changes

You only get out of this what you put in

You need to manage your profile / the enquiries

“We can confirm that as a direct result from these contracts (won through CompeteFor) we have, over the past few years: -

- 1. Increased our growth in the London area
- 2. Increased our labour in the London area creating at least 4 new jobs across the board
- 3. Increased our fleet holdings with additional new lifting equipment and new vehicles purchased
- 4. Expanded the business in general with all the above contributing to this expansion
- 5. Grown from a small enterprise to a medium enterprise with currently 55 employees and a turnover of £8.1million
- 6. Won a Crossrail safety award Mar 2014 for site works”

Creating and Optimising your Business Profile in the SOREC Portal - Live Demonstration



CompeteFor

Giving businesses access to supply chain opportunities

Adam Compton
[Manage Account](#) [Logout](#)

Published [View](#)
 Yes [View](#)
 No [View](#)
 Alert Profile: [Local](#) [View](#)
 My Notices: [14](#) [View](#)
 My Status: [SELF-CERT](#) [View](#)

CompeteFor

Local FREE	Regional FREE	Country FREE	UK FREE
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CompeteFor Access: All UK

Tracked: [0](#) Responses: [0](#) Reminders: [0](#) Saved: [0](#)


Supply

Local FREE	Regional Upgrade	Country Upgrade	UK & ROI Upgrade	Europe Upgrade	Global Upgrade
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Supply Access: [Lower London - East Flow & high values](#)

- Home
- Activity Centre
- News
- Administration
- Announcements
- My Organisation
- Opportunity Search
- Supplier Activities
- Buyer Activities
- My Account
- Contact Us
- Useful Links
- Help
- Logout

CONTACT USER HELPDESK



Welcome to Delta eSourcing
[Click here to find out more](#)

Welcome To CompeteFor - THE FREE SUPPLY CHAIN DEVELOPMENT PORTAL



CompeteFor is a free service that enables businesses to compete for contract opportunities within the supply chains (Supply Chain Opportunities) of major public and private sector buying organisations and major capital infrastructure projects.

What Next?
As a user of CompeteFor, you can act as both a buyer and a supplier. Visit the [Activity Centre](#) to start finding and winning new business and advertise your own supply chain opportunities.

Whats new?
CompeteFor continues to introduce service enhancements which support our mission to enable and build the capacity of local and SME suppliers. CompeteFor users now have access to additional business support services, including:

The [Supply Service](#) providing access to additional opportunities in addition to CompeteFor Supply Chain opportunities

- Introduction of user dashboard and [alert profile](#)
 - Extended and improved business category codes
- Supplier Activities**
- Complete your [Alert Profile](#) to be emailed Supply Chain and Local Area opportunities
 - [Find](#) and [Track](#) opportunities online
 - Create and publish your [Business Profile](#) to promote your business to buyers and potential partners
 - [Respond](#) directly to opportunities by auto-populating answers based on your Business Profile

More Opportunities - Enabling Local and SME Suppliers
As a CompeteFor user, you also have free access to additional opportunities in your selected local area powered by the [Supply Service](#). You can also upgrade to access [Regional](#), [Home Country](#), [National](#), [European](#) and [Global](#) opportunities.

- Buyer Activities**
- [Create and publish notices](#) for Supply Chain Opportunities, RFQs and Partnership Opportunities
 - [Evaluate and Shortlist](#) based on suppliers' responses to a questionnaire
 - Notify all participants and [announce the award](#) of your opportunity
 - [Search for suppliers](#) for market research and to identify local and SME businesses

Need further help and advice?
Please refer to our [help](#) page for further information about using CompeteFor and FAQs. Alternatively, contact the [CompeteFor User Helpdesk](#).

Partnership and Sponsorship
CompeteFor is always looking for new partners and sponsors to help shape the future of the service. If you are interested in becoming a Partner or a Sponsor, please email partners@CompeteFor.com.



The Business Readiness Test - Live Demonstration



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The Business Readiness Test - Live Demonstration - Checklist



- A Quality Management Statement
- A Health & Safety Policy
- An Equal Opportunities Policy
- An Environmental Policy
- Ethical Sourcing Practices (if buying from overseas)

CompeteFor



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