



INDUSTRY NEWS

Contractors Now Subject to Mandatory 'Net Zero by 2050' Pledge

The Cabinet Office has confirmed that from 30th September this year, contractors seeking to bid for projects valued at over £5m a year will have to publish their carbon reduction plans to be considered for award.

These plans are to be outlined in an annually updated report accessible on the contractor's own website. Failure to publish carbon reduction plans will result in exclusion from the bidding process.

CompeteFor will be working towards developing new business profile features in response to this change.

June Tracker Procurement Report

Throughout the month of June, BiP's Tracker weekly reports show that local government has been the most active sector in public procurement.

This month, contracts advertised for less than £100,000 have remained around 40% of the total; in the most recent report this figure was 37%. This indicates a continued opportunity for SMEs throughout the public sector.

Other key highlights from this most recent report include:

- Following local government, education and central government are the next most active sectors.
- Between 21st and 27th June, 1776 contract notices were published by 907 different buying authorities.

To view the full report, click [here](#).

PARTNERS UPDATE

Mace Dragados Joint Venture is now CompeteFor's newest partner! Mace Dragados will be posting opportunities as part of the HS2 project for Euston Station.

Keep an eye on the CompeteFor Partners page [here](#) to see Mace Dragados' new partner microsite, coming soon!

COMPETEFOR USER BENEFITS

Helpdesk

All users have the added benefit of access to dedicated support when using the platform. For example, a common request is assistance for buyers in using CompeteFor to reach ideal contractors for their newest opportunities through use of targeted CPV codes, a feature that all buyers on the system can benefit from.

SME Engagement

Buyers on the platform have access to a supplier user base, over 75% of which is made up of SMEs. This provides users with the opportunity to diversify their supply chain, bringing more opportunities to smaller suppliers. This is beneficial for organisations that strive to increase community benefit and social value through engagement and support of SMEs.

HINTS & TIPS

- You can click on the logos on our [CompeteFor front page](#) to access partner sites for a quick and easy view of the latest opportunities posted.
- CompeteFor has a direct connection to Delta eSourcing. Find out more about Delta on the BiP Solutions [home page](#) in our Products & Services section.
- Reporting is an additional CompeteFor benefit that can be used to track spend and opportunity engagement from select demographics. To find out more, contact commercial@bipsolutions.com with the subject 'CompeteFor Additional Benefits Query'



EVENTS

UK Infrastructure Show 2021

We are delighted to bring you details of the UK Infrastructure Show 2021, hosted by BiP Solutions and taking place at the NEC Birmingham on 15 September. Returning live this September (with elements streamed online in a hybrid format), this one-day exhibition will bring together planners, buyers, major projects and key industry bodies to learn more about UK infrastructure plans, collaborate on best practice and get involved in supply chain opportunities.

The event is a great opportunity to connect with industry and further raise your profile with a dedicated audience of 500+ highly engaged buyers and suppliers from across the UK.

UKIS is co-hosted alongside Procurex National (BiP's leading public procurement event) and P4H England (our leading healthcare-specific event) meaning there will be 150+ exhibitors and over 2000 delegates attending across the day. Speakers at the event include representatives of various infrastructure organisations including several CompeteFor partners, among them East West Railway and Mace Dragados for HS2 Euston Station. Speakers will be discussing upcoming projects which could potentially offer business opportunities for attendees.

Registration is free for all organisations! Click [here](#) for more information or to register to attend.

Supply2Win – Online Public Procurement Training for SMEs

There has never been a better time to consider developing new business opportunities across the UK's public procurement marketplace. With an annual spend of £284bn on third-party external goods and services, the public sector purchases a vast array of products and solutions, including those provided by your organisation.

The [Supply2Win SME training programme](#) includes three stand-alone online courses. Each one breaks down some of the myths behind procurement, explaining the issues in short bitesize pieces and gives you the knowledge you need to be more successful in the public procurement marketplace.

For a limited time only, registration has been discounted by £55.00, to only £95.00 per course. Simply use code **EB21** at the checkout to get your discount!

[Book your place today](#) and start taking your next steps to winning new opportunities across the UK's evolving public procurement marketplace.

Registration for UKIS gives organisations access to:

- UK Infrastructure Show speaking zone sessions and exhibition
- CompeteFor Partner Pavilion – come and chat to us on the day!
- All Procurex National sessions – including dedicated bid support sessions for suppliers
- All P4H England speaking sessions – including a motivational session from multi-award-winning, multimillion-copy bestselling author Adam Kay

Supply2Win Courses

The following courses are now available to book:

- [Understanding Public Procurement](#)
- [Reading the Documentation](#)
- [A Guide to Successful Tendering](#)

Each course is totally interactive, lasts around 2 hours (including a break) and will provide Q&A points along the way to allow for questions.