

Meet the Buyer North Working with CCS

Paul Hansen - CCS

Stephanie Staubach - TopMark (TMS)

4th September 2019



Crown
Commercial
Service

Introducing the Crown Commercial Service

- Commercial expertise
- 17,000 customers
- Prompt Payment targets of 80% within 5 days and 100% within 30 days
- Central Government target - £10.3bn in 2019/20 and £12.39bn in 2020/21
- Wider public sector target - £7.91bn in 2019/20 and £10.2bn in 2020/21

Our priorities:

- Maximising commercial benefits
- Focusing on our customers
- Strengthening the UK economy



The areas we work in

Buildings

- construction
- utilities & fuels
- workplace

£520m
savings by
2019/20

People

- employee services
- professional services
- workforce

£420m
savings by
2019/20

Technology

- digital future
- network services
- software
- technology products & services

£520m
savings by
2019/20

Corporate Solutions

- contact centres
- financial services
- fleet
- information content management
- marketing, communications & research
- travel

£540m
savings by
2019/20



Crown
Commercial
Service



CCS

expects you to:

- Innovate
- Embrace competition
- Deliver savings for the taxpayer
- Make a reasonable profit
- Be transparent

Larger firms should also provide supply chain opportunities for SMEs where possible



Crown
Commercial
Service

A photograph of three women standing in a car dealership. The woman on the left has long brown hair and is smiling. The woman in the center has long brown hair and is wearing a green button-down shirt with a small pattern. The woman on the right has long blonde hair, wears glasses, and a black blazer over a patterned top. They are all smiling at the camera. In the background, there are cars and dealership equipment.

You can expect CCS to:

- Make things easier
- Provide Opportunity
- Engage throughout
- Champion prompt payment
- Employ digital solutions
- Keep you informed



Crown
Commercial
Service

Public Procurement Review Service

- CCS supports the use of this Government service
- A route for potential and existing suppliers to raise concerns about public sector procurement including payment practices.
- Aim - to remove barriers and level playing field for all who want to supply to Government
- Free and confidential
- Around 200 businesses each year use the service
- publicprocurementreview@cabinetoffice.gov.uk or 0345 010 3503

SME commitment

- Aspiration that by 2022, 33% of public spending with private businesses should be with SMEs
- Visit www.gov.uk/openforbusiness
- Small Business Crown Representative ensures small businesses have best possible opportunity to work with government.
- Martin Traynor has a strong record of working with government on economic development, regulatory reform, and procurement, as well as extensive experience in the leisure and hospitality sector

Be part of the conversation

Pre-market engagement is your chance to shape the formal tender:

- Sign up for email alerts on **Contracts Finder**
- **Monitor** PINs and register your interest in future procurements
- **Attend** information days and public sector 'product surgeries'
- **Register** with the eSourcing tool for future opportunities

Bid writing tips

- Read the evaluation criteria
- Answer the question - simply and clearly
- Tell the buyer *how you can help*, **not** *what you can do*
- Don't add generic marketing material unless it answers the question
- Make it interesting to read - line spacing, paragraphs, etc
- If you aren't sure - ask!
- Hit the deadline - many buyers disallow late tenders

Useful pages - GOV.UK




Guidance

Becoming a supplier through the Crown Commercial Service – what you need to know

Updated 17 April 2019

Useful pages - crowncommercial.gov.uk


Crown
Commercial
Service

[About CCS](#) [Contact CCS](#) [News](#) [Help and support](#) [Helpline: 0345 410 2222](#)
[Search frameworks](#) [Search suppliers](#) [Upcoming deals](#) [Products and services](#)

BETA This is a new service – your [feedback](#) will help us to improve it.

[Home](#) > [Upcoming deals](#)

Upcoming deals

If you would like to find out more about the scope of any of these procurements please [contact us](#).

Procurements recently awarded

Pillar	Framework title	Live/Expected live
Buildings	Workplace Services (FM Marketplace Phase 2) Framework ID: RM6089	01/04/2019
Corporate Solutions	Vehicle Lease, Fleet Management & Flexible Rental Solutions Framework ID: RM6096	16/05/2019

Useful pages - Contracts Finder



[Home](#) > [Business and self-employed](#) > [Sale of goods and services and data protection](#)

Contracts Finder

Contracts Finder lets you search for information about contracts worth over £10,000 with the government and its agencies.

You can use Contracts Finder to:

- search for contract opportunities in different sectors
- find out what's coming up in the future
- look up details of previous tenders and contracts

You can create an account to get email updates and save your searches. You can still search and apply for contracts without an account.

Start now >

Related content

[Sell goods or services to the public sector](#)

[Get help and support for your business](#)

What success looks like



Introducing:

Stephanie Staubach Managing Director
TopMark Claims Management Service



Crown
Commercial
Service

Keep in touch

info@crowncommercial.gov.uk

0345 410 2222

www.crowncommercial.gov.uk



@gov_procurement



Crown Commercial Service



Crown
Commercial
Service