

Commissioning Specification

Public Sector Procurement

1. Introduction and context

The local PCTs and Councils are respectively the two largest purchasers across the boroughs of Oldham and Rochdale. The sheer size of budgets at their disposal could potentially make a major contribution to the economic development of the two areas. Both Councils recognised this when signing the Small Business Friendly (SME) Concordat last year. The Concordat commits both Councils to levelling the playing field for small and medium-sized enterprises in terms of supplying goods and services to the Council. The local PCTs and other public service providers have also indicated their commitment to improving access to contract opportunities to SMEs and local companies.

2. Aims

'By 2017 Oldham and Rochdale will be thriving – playing a new and dynamic role in the economic growth of a world-class Manchester City Region'.

National research has indicated that every £1 spent locally has four times the impact on the local economy than £1 spent sourcing goods or services from enterprises outside the area. Oldham and Rochdale, through their Economic Development Strategies, are committed to stimulating the growth of existing businesses through local procurement and reducing the amount of 'leakage' out of the local economy.

Both Oldham and Rochdale Economic Partnerships have therefore secured funding to deliver procurement support to local SMEs in order to help build up the capacity of these organisations in bidding and supplying to the public sector.

3. Proposal Detail

Accordingly, **Expressions of Interest** are invited for delivery of the following:

Public Sector Procurement Project comprising the following elements:

- A. Public sector awareness programme
- B. Procurement workshops
- C. One-to-one support

Applicants are asked to explain how they would design and deliver the project and how the project will contribute to stimulating an innovative culture of business development and growth.

All elements of the project will run between the date of appointment and 30th June 2008

Partnership working	The successful delivery agent will be expected to cooperate and collaborate with other delivery agents undertaking activity commissioned on behalf of both Economic Partnerships.
Duration of programme	Commissioned activity will run between date of appointment and 30 th June 2008.
Funding available	Up to £48,000 (Value for money will be taken into account during the assessment of Expressions of Interest received). Applicants are asked to provide an itemised quotation for the costs of implementing their proposed programme of support.
Confidentiality	Delivery agents will be required to maintain commercial confidentiality at all times, except where clients have agreed to cooperate in bidding for contracts and can demonstrate the written consent of clients to share information, and information mandated under Service Level

	Agreement (SLA) to provide relevant evidence of works carried out and outputs.
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4. Outputs and Outcomes

Outputs	
SMEs assisted	80
SMEs introducing new products/processes	10
Results *	
New jobs created	20
Increased sales	£1m

* can obtain beyond programme period

Promotion of support to local enterprises is very important to both boroughs Economic Partnerships in terms of:

- Increasing the business base across both boroughs
- Supporting existing businesses across both boroughs to grow and create new employment opportunities

In supporting these objectives Oldham and Rochdale Economic Partnerships are now commissioning a number of activities and specific works needed to meet the relevant Local Area Agreement (LAA) objectives and to contribute to the delivery of both boroughs Economic Development Strategies. This particular commissioned activity forms part of the programme.

5. Tenders

Expressions of interest should be submitted and addressed as below to arrive no later than: Monday 2nd July 2007. Please ensure that alongside hard copies an email version is sent.

Private and Confidential
 (Ref: Public Sector Procurement Project)
 Lynda Brookes
 RMBC
 Floor 7 Municipal Offices
 Smith Street
 Rochdale
 OL16 1WU
 Email: Lynda.brookes@rochdale.gov.uk

For further information please contact:

Paul Gill
 Economic Affairs Unit
 Rochdale MBC
 Floor 4, Municipal Offices
 Smith Street
 Rochdale
 OL16 1WU
 Tel: 01706 926642
 Email: paul.gill@rochdale.gov.uk