



TENDERING FOR PUBLIC SECTOR CONTRACTS

We advertise our tender and contract opportunities widely.

Different ways to sell

Search for opportunities to sell goods or services to the public sector through:

- the **Digital Marketplace**
- **Contracts Finder** for contracts worth over £10,000 with the Government and its agencies
- the **Small Business Research Initiative (SBRI)**
- your local **Enterprise Europe Network**
- **Tenders Electronic Daily (TED)** for high-value public sector contracts in other European Union (EU) countries
- your **local council** or public sector organisation – contact them about how to become an approved supplier
- newspaper and trade magazine advertisements

Scotland, Wales and Northern Ireland have their own procurement websites.

For questions about procurement rules and procedures contact the **Crown Commercial Service (CCS):**

CCS Supplier Support

T: 0345 010 3503

Monday to Thursday - 0830 to 1730 / Friday - 0830 to 1700

DIGITAL MARKETPLACE / G-CLOUD

Public sector organisations, including agencies and arm's length bodies, can use the Digital Marketplace to find people and technology for digital projects.

If you want to sell services through the Digital Marketplace, you need to apply to be on the relevant framework (agreement between government and suppliers).

You can buy or sell:

- cloud services (for example content delivery networks or accounting software) through the G-Cloud framework
- digital outcomes, digital specialists and user research services through the Digital Outcomes and Specialists framework

You can also buy access to physical data centre space through the Crown Hosting Data Centres framework.

Get Digital Marketplace help: enquiries@digitalmarketplace.service.gov.uk.

CONTRACTS FINDER PORTAL

We use the Government's Contracts Finder portal; here central government departments and other public bodies

advertise tender and contract opportunities valued at **£10,000 and above**. Access to **Contracts Finder** is free of charge at www.gov.uk/contracts-finder.

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.

DEFENCE CONTRACTS ONLINE (DCO) / SUPPLIER PORTAL & DEFENCE CONTRACTS BULLETIN (DCB)

The Supplier Portal is a key commitment of the MOD's SME Policy, and aims to make 'doing business with defence' more simple and straightforward. Building on the initial launch on www.gov.uk, the content of the Defence Contracts Online Supplier Portal has been comprehensively refreshed, and now better reflects the needs of non-traditional suppliers, including SMEs, who will not be familiar with MOD terminology.

The portal will bring a wide range of supplier-focused information, including current and future opportunities and support to innovation, together in one place at www.contracts.mod.uk, provided by BiP Solutions. The intent is to simplify how suppliers find information on doing business with Defence. The Supplier Portal will be developed incrementally, with the addition of new material including a platform to enable defence suppliers to advertise sub-contracting opportunities, making it easier for potential new suppliers to gain entry to our market.

Communication Channels

To complement the Supplier Portal, we are expanding our range of communication channels. For example we are implementing a new Twitter channel [@defenceproc](https://twitter.com/defenceproc), which will be used to highlight supplier events and contracting opportunities.

These initiatives directly support the Government's Growth and Enterprise agenda, and will enable us to deliver our vision of a vibrant, sustainable and competitive UK industrial base.

Advertisement of MOD Tender and Contract Opportunities

We also advertise our publishable tender and contract opportunities valued over £10,000, online and **free of charge**, in the Defence Contracts Online (MOD DCO) portal. Access and registration to the MOD's opportunities in the portal is free of charge. The MOD DCO portal can be accessed via the www.contracts.mod.uk website.

To register your company on the portal, you should visit the Supplier Registration page and submit your details. You will then be given a unique user