



Cabinet Office

# Martin Traynor OBE Small Business Crown Representative

Government Procurement



Cabinet Office

# The Ambition

Government manifesto commitment:

“We will support start-ups and small businesses via government procurement, and commit to paying them on time. We will also clamp down on late payment more broadly and strengthen the powers of the Small Business Commissioner to support small businesses that are exploited by their larger partners”.



Cabinet Office

# Contracts Finder

SMEs wanted a clear place to go to find contract opportunities

Government introduced the Contracts Finder website -  
**<https://www.gov.uk/contracts-finder>**

Contracts advertised under the Public Contracts regulations above £10k and non devolved public sector (councils, NHS etc) contracts above £25k must appear on Contracts Finder.

The team are continually working to improve the search facility to make it easier for SMEs to navigate. There are opportunities all over the country, including subcontracts from major government suppliers



# Making it simple

SMEs continually tell us our documents are too long and complicated.

This Government has therefore introduced a streamlined set of selection questions as we recognized that PQQs were too long.

By law, public sector bodies should use these questions or tell us why they're not -

**<https://www.gov.uk/government/publications/procurement-policy-note-816-standard-selection-questionnaire-sq-template>**.

Crown Commercial Service (CCS) has recently published simpler forms of contracts to support government departments who are aiming to simplify their contract terms and conditions.



# Prompt Payment

When bidders win a contract they wanted fair payment terms.

The Government has changed the law and introduced 30 day payment terms in public contracts. Those terms should also appear in subcontracts – but we try to pay even quicker and make more use of payment cards, especially during the CV19 crisis

From 1st September 2019, government contracts of over £5m per year, bidders will have to demonstrate they pay their suppliers in accordance with the prompt payment code or risk not winning contracts -

**<https://www.gov.uk/government/publications/procurement-policy-note-0419-taking-account-of-a-suppliers-approach-to-payment-in-the-procurement-of-major-contracts--2>**



Cabinet Office

# Public Procurement Review Service

SMEs want to be able to raise concerns when they find something they didn't understand or thought was unfair

This government introduced the Public Procurement Review Service. It investigates issues relating to UK government contracts and the public sector in England. Results are published online and, under the Small Business Act of 2015, public bodies must co-operate with its investigations. You can contact the team at [\*\*publicprocurementreview@cabinetoffice.gov.uk\*\*](mailto:publicprocurementreview@cabinetoffice.gov.uk)

and read about what it does at

[\*\*https://www.gov.uk/government/publications/public-procurement-review-service-scope-and-remit\*\*](https://www.gov.uk/government/publications/public-procurement-review-service-scope-and-remit)



# SME Ministers and champions

All government departments and agencies are all working towards doing more business with SMEs.

- **Ministers** have been appointed to oversee this work in their departments, ensuring robust action plans are in place.
- In every department's commercial team there is an **SME Champion** – an official who helps keep up the momentum.



## More work to do...

The Government has made progress, but hasn't solved all the issues.

The Government created an SME Panel -

<https://www.gov.uk/government/publications/sme-panel> -

where they've been looking at barriers and perceptions, and given their views to the Small Business Team and to Ministers.

The Government also appointed an SME Crown Representative to be the voice of SMEs in government -

<https://www.gov.uk/government/people/martin-traynor>

[\*\*martin.traynor@cabinetoffice.gov.uk\*\*](mailto:martin.traynor@cabinetoffice.gov.uk)



# My Priorities

I'm looking at a number of areas where Government can up its game

- **Tell Us Once** – move towards basic company information being used for more than one bid
- **Communications and advice** – a better web presence building towards advice on how to bid for SMEs who haven't worked for us
- **Meet the Buyer** – bringing SMEs and buyers together in a professional way, including using digital platforms
- Getting the message out that government is open for business from SMEs in all parts of the UK



# Hot Topics

## Social Value –

new requirements for the award of contracts to take account of social value factors – see guidance at

<https://www.gov.uk/government/publications/procurement-policy-note-0620-taking-account-of-social-value-in-the-award-of-central-government-contracts>

## Carbon Reduction Plans/Net Zero

new requirements for the award of contracts to take account of Carbon Reduction Plans – see guidance at

<https://www.gov.uk/government/publications/procurement-policy-note-0621-taking-account-of-carbon-reduction-plans-in-the-procurement-of-major-government-contracts>



# Rules Reform

Rules reform – ensuring the voice of SMEs is heard when designing new procurement rules

Green Paper

Government Response

The Procurement Bill

<https://www.gov.uk/government/collections/transforming-public-procurement>

Reserving Contracts Below Threshold

Pipeline



Cabinet Office

# Any Questions?