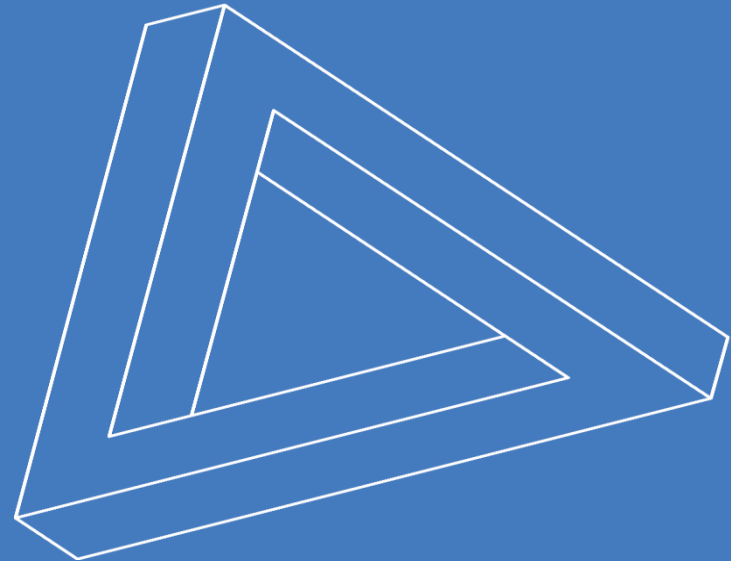




Government
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SMALL BUSINESSES AND PUBLIC SECTOR PROCUREMENT

**Small Business Policy Team
Cabinet Office**





Small Business Policy Team

- Government has a commitment to obtain value for money and support small businesses and start-ups through its procurement activities.
- We work within the Government Commercial Function and we are here to help Government Departments improve their engagement with SMEs, in turn leading to more SMEs doing more business with government.
- We also work with various stakeholders who represent SMEs, such as sector and trade bodies, Chambers of Commerce, the Federation of Small Businesses, the Small Business Advisory Panel, Cabinet Office Crown Representative for SMEs and now the CBI.
- We understand many of the challenges and barriers, especially for smaller firms, and are committed to tackling them. We want to tackle the obstacles faced when bidding for or contracting with government departments and agencies.

Small Business Policy Team

We work with the central government departments and external stakeholders covering 4 main areas:

- Capture and continue to improve the quality of central government spend data
- Oversee the development, publication and delivery of SME Action Plans
- Ensure effective performance management and sharing of best practice on SMEs across departments
- Ensure effective stakeholder engagement with SMEs, working with sector bodies, the SME advisory panel and the Crown Representative for SMEs

Central Government Spend with SMEs

- In 2018/19 Central government spent £14.2 billion with small and medium size businesses This is an increase of £1.8bn on the previous year
- The amount of money central government spent with small businesses in 2018/19 was the highest since government records began.
- 12 Government departments increased their overall percentage of spend with SMEs in 2018/19
- 2 largest spending departments MOD & DFT increased their overall spend with SMEs

So how are the central government departments currently supporting SMEs?

- Departments have appointed SME Champions to lead on supporting SMEs.
- They have also created their own individual and specific action plans. Each plan details the steps they will take to make it easier for SMEs to do business with them, how to become a supplier, and what they are doing to increase spend with SMEs.
- The majority of these individual plans can be accessed through the [Small and Medium Business Hub](#) page on GOV.UK

What you can do to work with Central Government and its Departments

- Regularly look out for opportunities on Contracts Finder - the Government's single online portal
- Look for Commercial Pipelines on the Department website or Gov.uk
- Attend a supplier engagement event
- Join a Government Frameworks or a Dynamic Purchasing System (DPS)
- Look out for the new **Selling to Government Guide** soon to be published on GOV.UK
- Use the Public Procurement Review Service (PPRS) to raise concerns about poor public sector procurement practice publicprocurementreview@cabinetoffice.gov.uk



Small Business Policy Team

- Please do have a look at the [Small and Medium Business Hub](#) page on GOV.UK where more information is available about other topics such as:
 - Paying suppliers on time
 - Increasing visibility of tenders and contracts
 - Working with SMEs and removing barriers
- If you have any questions or comments about how government is supporting small businesses through procurement please do get in touch by email - smallbusinessteam@cabinetoffice.gov.uk

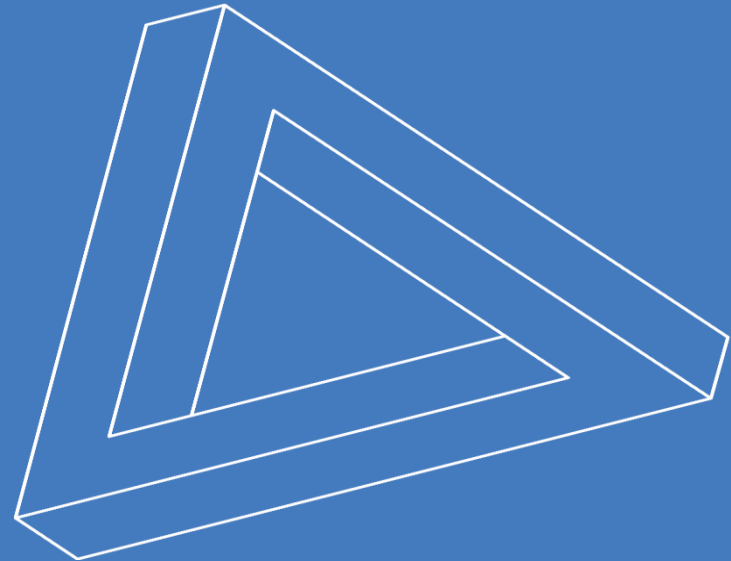


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Thank you for your time

Lindsay Maguire and Karen Leeson
Cabinet Office Small Business Team

Questions





Small Business Policy Team

Questions for the audience:

- Do you have any feedback from your experiences in working with the public sector?
- Is there anything the government can do better to encourage more SMEs to engage?

Email: smallbusinesssteam@cabineoffice.gov.uk

Gov.uk [Small and Medium Business Hub](#)