


The Procurement Act, Section 16 – how to engage new entrants, microbusinesses & SMEs

Moira Skinner
Founder / Director – ProcureCo



A scenic landscape featuring a calm lake in the foreground that perfectly reflects the surrounding environment. In the background, there are majestic mountains with patches of snow under a clear, light blue sky. The right side of the image shows a steep, forested hillside. A dark, semi-transparent rectangular box is centered over the middle of the image, containing white text. At the bottom of the image, there is a horizontal bar divided into three colored segments: teal, magenta, and green.

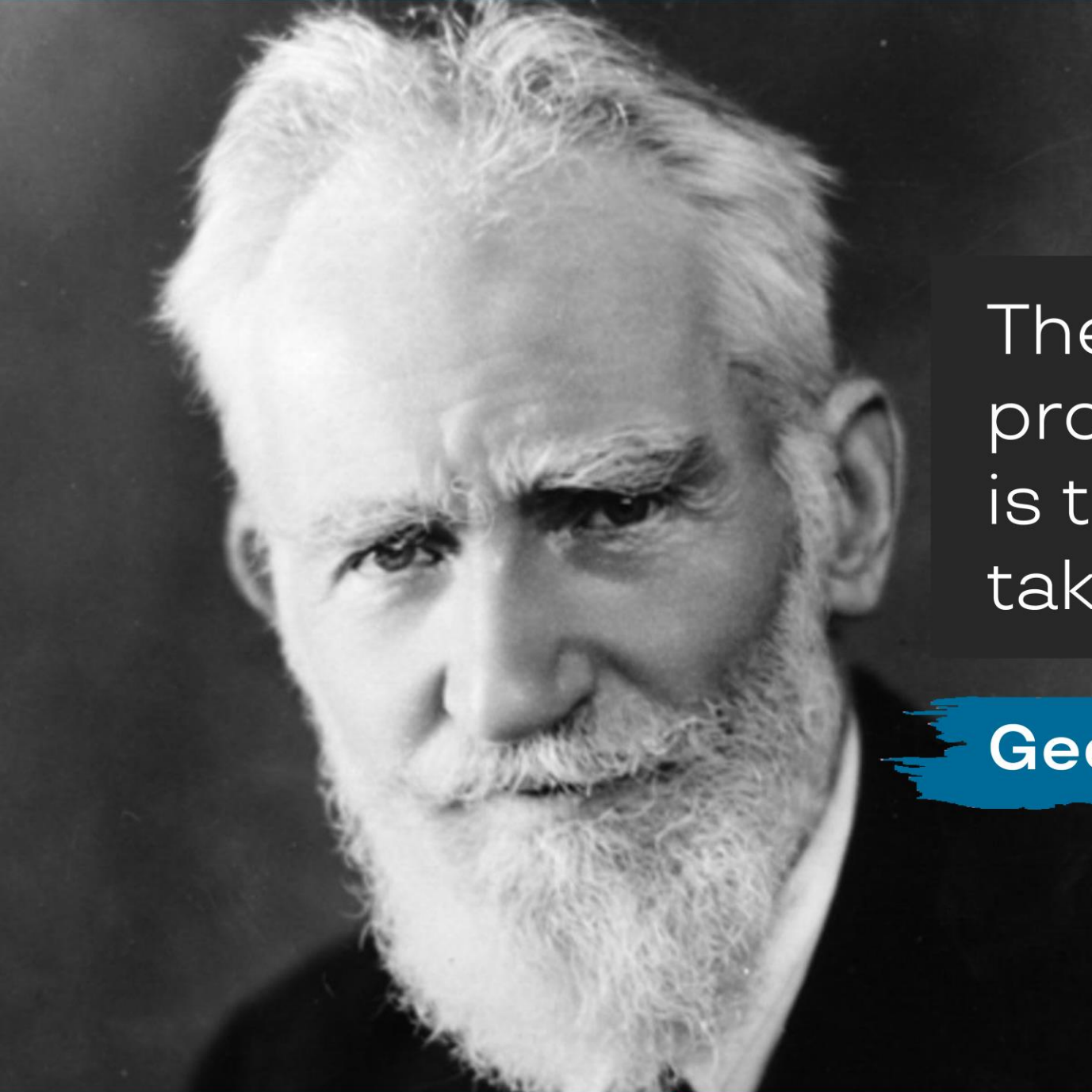
Good communication is
the bridge between
confusion and clarity

Nat Turner

Overview

- Implications of Section 16 of The Procurement Act (2023)
- Challenges of running an SME or microbusiness
- Solutions – the power of Section 16





The single biggest problem in communication is the illusion that it has taken place.

George Bernard Shaw

The Procurement Act (2023)

What's Section 16 all about?



Challenges of running an SME or microbusiness

What do SME and microbusiness teams think about public sector procurement?



71% – regular work

56% – help their local area

< 30% – little profit

Source: Federation of Small Business (FSB)



68% – negative perception

67% – unaware re low value contracts

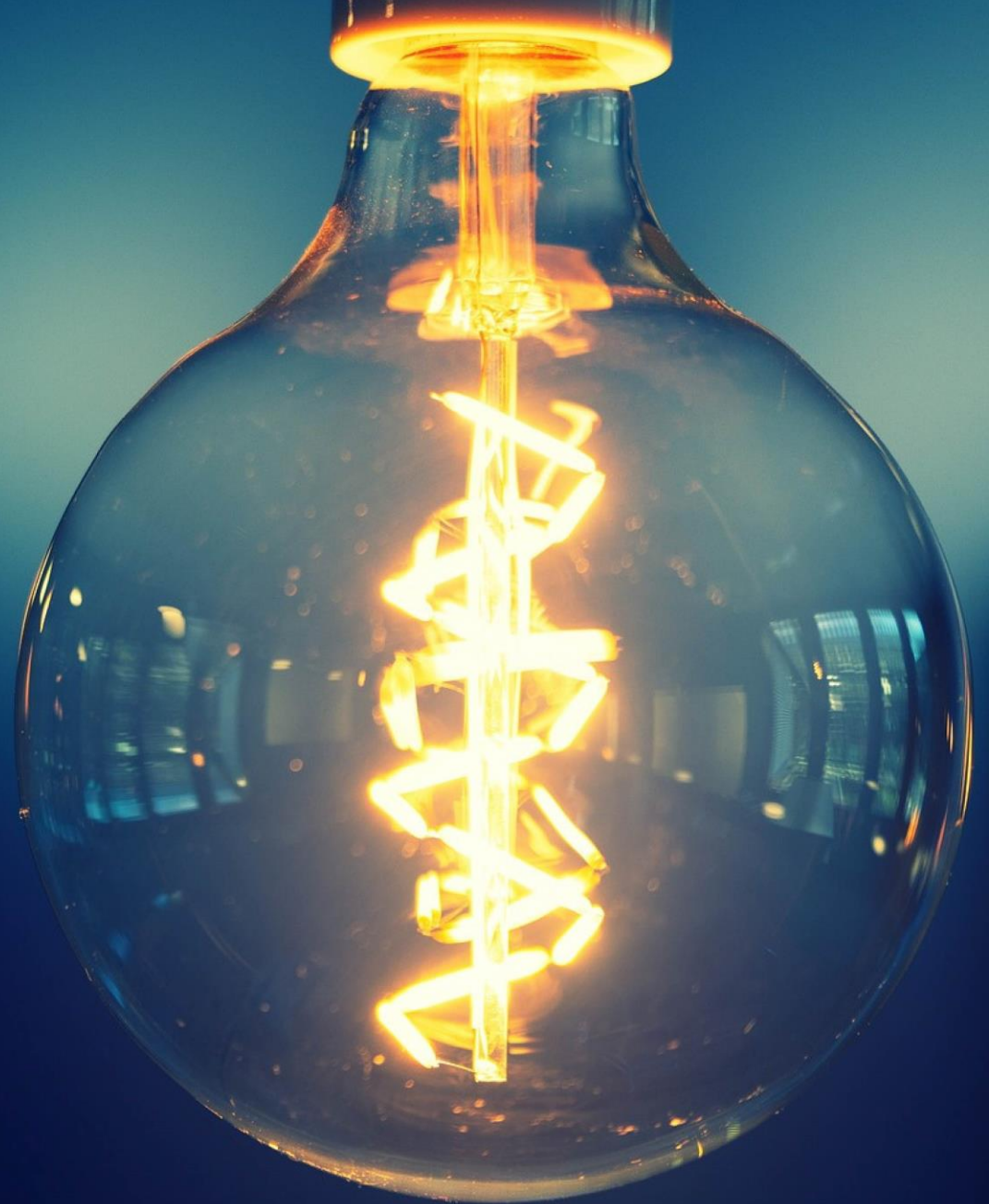
62% – time-consuming process

11% – understand process

Source: Federation of Small Business (FSB)



The solution?



social value buyers
local **SME** collaboration
Communication
directory **suppliers** pre-tender market engagement
future contracts
procurement **collaborate** networking
pipeline microbusiness knowledge-sharing **events**
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www.mcintyre-electrical.co.uk

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McIntyre Electrical

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Suppliers of white goods, furniture, flooring and window coverings

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New

Works construction, repair & maintenance

SQ Locksmiths

SQ Locksmiths Ltd has been trading for over 2



Events

Today

Upcoming ▾

May 2024

Sharing insights

21 May, 12:30 pm–1:30 pm

TUE
21

Achieving best value from insurance procurement

Virtual Event

Join Gary Newlyn, Managing Director at JM Glendinning Community Risk Solutions at this ProcureCo roundtable event. Gary will explore how insurers are becoming increasingly selective...

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jmglendinning
Community Risk Solutions

Achieving best value from insurance procurement

Gary Newlyn, Managing Director
JM Glendinning Community Risk Solutions

Tuesday 21 May
12.30–1.30pm

for buyers

30 May, 1:00 pm–2:00 pm

THU
30

The Procurement Act (2023) – implications for suppliers

Virtual Event

Join John Wallace, Director of Procurement at Clarion Housing Group, as he discusses the implications for suppliers of The Procurement Act (2023) and answers all...

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CLARION
HOUSING GROUP

The Procurement Act (2023)
— implications for suppliers

John Wallace, Director of Procurement
Clarion Housing Group

Thursday 30 May
1.00–2.00pm

for suppliers



Supplier

Tzeggai Ghezae
Locksmith
SAFTH Locksmith



Supplier

Lucian Talpos
Locksmith
EPR Locksmith



Supplier

Kev Eastman
Director
Kingswood



Admin

Dawn Johnson
Partnership Coordinator
ProcureCo



Supplier

Peter Atangba
Bid Writer
GPM London



Supplier

Matthew Grenier
Director
HACT



Buyer

Emma Roberts



Buyer

Paul Lopez



Supplier

Shaquille Quintyn Leigh

Connecting buyers and suppliers

Signposting future contracts

We receive the future contracts start dates directly from the buyers. While we and the contract start dates is up-to-date, sometimes these dates and details of

Future contracts

Category ▾

Contract value ▾

Buyer ▾

Contract start year ▾

Contract start quarter ▾

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£25K-100K (1)

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£200K-2m (6)

£2m-5m (1)

£5m-25m (3)

£25m and over (1)

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Pre-tender market engagement



Suppliers' Network

A space for suppliers to network with other suppliers

✓ Member



Suppliers' and Procurement Network

A space for suppliers and buyers to network with each other

Request Access



Peabody 'Sanctuary' contract

A space for locksmith suppliers to engage with Peabody on its 'Sanctuary' contract which seeks to... [View more](#)

✓ Organiser



Procurement Network

A space for buyers to network with other buyers

Request Access



Social Value Lounge

A space for buyers and suppliers to discuss social value in procurement

✓ Member



Ambassadors' Lounge

A space for ProcureCo Ambassadors to discuss all things ProcureCo

Request Access



ProcureCo is the **pre-tender market engagement** platform directly connecting buyers and suppliers in public sector and social housing procurement.

Find us in the **Social Housing Procurement Hub**



hello@procureco.uk

procureco.uk

