

Get Set... for the 2012 Games

Tendering service launches

The Olympic Delivery Authority (ODA) has launched a new eTendering and planning service to help businesses compete for up to 2,000 Games contracts.

The ground-breaking website allows businesses to tender for the contracts online, the first time such large scale procurement has been done in this way. Main contractors will also be listed on the site to provide information to small and medium size businesses so that they can tender for sub-contracts. This eTender service requires a separate registration to the main 2012 e-alerts service.

A new Future Opportunities section is also now available on the London 2012 website to compliment the eTendering service and help businesses to prepare for the main contracts before they are posted on the eTendering site.

<http://www.london2012.org/en/gettinginvolved/Business/futureopportunities.htm>

You can view all future opportunities as a list, or search for individual opportunities by sector type, contract reference or keyword. Details of known future opportunities will be posted and updated as more information becomes available. Once the procurement has started for a particular opportunity, the opportunity will be moved to the ODA's eTendering system.

Step by Step Guide to Registering for eTenders

- Click on <http://etenders.london2012.com/web/login.shtml> or access through the main London 2012 Business Centre page <http://www.london2012.org/en/gettinginvolved/Business/>
- Go to Tender Opportunities click on Read more in the eTendering service paragraph
- Go to 'Click here to register/ forgotten password' section on the grey panel on the top right hand side of the page
- Complete the user agreement
- Complete Registration Data page
- You will be sent a password via email, giving you secure access to the site. You can then login with your username and password, which you can use every time you come back to the site. Once you have logged into the system, you will be guided through the process of responding to a tender.

Do not forget to register for the London 2012 e-newsletter to be kept abreast of what is going on. The link is on the front page of www.london2012.com

This is completely different from the tender process described elsewhere.

In order to register for future versions of this South East newsletter, please email your name and company name, postcode and email address to london2012@businesslinksoutheast.co.uk

For valuable information about procurement and tendering view our webinar at www.businesslinkkent.co.uk/webinars



LONDON 2012 – Are you prepared?

BUSINESS PLANNING

- To ensure you stay on track and maintain your competitive advantage, incorporate 2012 into your business planning: how will it impact on your business?
- Consider the key requirements of successful tendering, such as good practice business process management including financial management and demonstrating your approach to equal opportunities and sustainability.
- Assess costs and benefits as you would with any area of your business. Ensure you have checks and balances in place that maintain a careful grip on cash flow, liquidity and debt.
- Consider how you can improve or do things differently for increased competitive edge, by taking advantage of new technology. Innovation relating to process could help you raise your game, and upskilling you and your employees will ensure you have staying power.
- Consider taking on an Apprentice. Train someone to help your company get fit for 2012. Grow your own Olympic team – 5 years to go.
- Could you be exporting? Think about the possible new markets the Olympics may open for you. Can you develop a new product specifically for the games?
- Ensure your plans are flexible enough to make the most of these opportunities and still be able to react to any new threats the external environment may bring, as well as CRUCIALLY, allow you to remain focussed enough not to be drawn away from your key objectives.
- Business Link will be launching the ‘**Coaching to Achieve Your Personal Best**’ programme later this year, meanwhile, call them for advice to help you assess what you can do NOW to become ‘Fit to Supply’.
- Sustainability - These Olympic games are planned to be carbon neutral. Sustainability is written into the tender process - search for the strategy document on www.london2012.com. The next newsletter will be packed with tips on what you can do to conform.

Remember there are tight branding guidelines relating to the Olympics - please check <http://www.london2012.com/en/gettinginvolved/Business/Brandguidelines.htm>

Call now for further help and advice
0845 600 9 006
www.businesslinksoutheast.co.uk

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