



Tendering with the Public Sector – Domestic Services

Rebecca Yorke - Procurement

Rebecca Yorke
Commercial Services

Aim

- To enable suppliers to submit competitive, sustainable bids that allow Cornwall Council to commission and procure services that meet peoples' outcomes, offer good quality and are value for money

Objectives

- To familiarise you with Due North requirements
- To highlight important information
- Opportunity to ask questions relating to the formal tender

Bureaucracy or necessity?

....Necessity

- We are bound by the Public Contracts Regulations and Cornwall Council Contract Procedure Rules to ensure we adhere to the principles of procurement which are fairness, equality, transparency and proportionate approach

E-tendering - Due North

- All suppliers must register to receive alerts relating to relevant contract opportunities
- www.supplyingthesouthwest.org.uk
- All tender information is published on Due North (e.g. specification, ITT, financial submission form and legal terms and conditions)

Due North – Support for Suppliers

From the website...

- Please find below the slides used at the Due North Supplier Training Days and a Supplier Guide to Registration [Links not available]
- [Due North Supplier Training Slides](#)
- [Supplier Guide to Due North Registration](#)

Common reasons why organisations fail at the tender stage

- Missing a deadline to submit information
- Failure to provide the required information
- Attaching policies as answers to method statement questions (where policies have not been requested)
- Not understanding that tender bids will **only** be marked on your information submitted in your tender bid; regardless of whether you already are doing business with the council

Top tips

- Understand your business – service **and** commercial aspect
- Check your word count where relevant. Any words over the stated maximum will not be evaluated
- Focus your answer on what is being asked rather than your standard offer
- Consider the evaluation criteria when preparing your answers
- Check your prices and supporting information before submitting

Any questions?

Cornwall Council
County Hall
Truro TR1 3AY

Tel: 0300 1234 100
www.cornwall.gov.uk