

# Meet the Buyer Event

Thursday 23 January 2025

Riverside, Lowestoft



# Welcome

**9.45am arrival and coffee**

**10:00-10:30am Presentations:**

1. Richard Hill, Procurement Lead - New Procurement Act for Suppliers
2. Abiola Michael-Bucknor, Procurement Lead- East Suffolk Social Value
3. Ian Currie, Sizewell C Supply Chain Business Manager, Suffolk Chamber of Commerce - Sizewell C supply chain engagement

**10:30-11:00am 121 opportunities:** including how to register on Intend, future contract opportunities, East Suffolk's Procurement Strategy

**11.00am-12pm Workshop- How to complete tender responses:** Group exercise to respond to a potential requirement and what you need to be aware of when filling out tender documentation.

# Procurement Act 2023 for Suppliers

Richard Hill, Procurement Lead



# What is changing and why?

Over £214,904 including VAT (for services or goods)\*  
Over £5,372,609 including VAT (for works)\*

What?	Why?	When?
The rules which govern public sector buys high value goods works and services	1. Set UK regulations 2. Streamline regulations	24 February 2025 onwards  Anything started before then subject to current regulations

# What remains the same

- Below threshold remains broadly the same
- Basics of good bidding:
  - Competitive pricing
  - Good quality submissions
  - Reading instructions/questions carefully
  - Following rules set out in tender documents
  - Raising clarifications
  - Checking contract terms
  - Strong social value offering
- Frameworks and DPS will run until the end of their current term

## Differences to be aware of

- Procurement Specific Questionnaire
- Debarment list – effects subcontractors, connected persons and associated persons
- New: Competitive Flexible Procedure
- New frameworks may operate differently
- Higher value contracts (over £5m):
  - KPIs & performance publicly rated
  - Copy of contract published
  - Unsuccessful bidders will be named

# Central Digital Platform

## An upgraded Find a Tender Service

- One site to register on and provide key information
  - Individual code
  - Custom searches and alerts
  - Should link with individual Council's eProcurement sites
- Greater transparency
  - Data reporting
  - Debarment list
  - Performance information

## Steps you can take to prepare

- Understand how the regulations could affect your business:
  - Take part in webinars offered by the Cabinet Office- next 24.1.25 11am
  - Review guidance for suppliers on:

[Transforming Public Procurement - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/news/transforming-public-procurement)

- Register on central digital platform from 24<sup>th</sup> February
- Review local procurement pipelines once published
- Consider Social Value and net zero offerings
- Review supply chain for exclusion grounds



# East Suffolk Social Value Ask

Abiola Michael-Bucknor, Procurement Lead



## The East Suffolk Value Ask

- Mandated by Public Procurement Policy especially those over PPT to allocate at least 10% to Social Value
- The idea is to contribute to the Procurement strategy that aligns with East Suffolk Our direction Strategic goals
- Thriving Economy
- Tackling Inequalities
- Environmental Impact

Social Value  
Ask Policy : ESC  
Social Value  
Ask Draft 1.xlsx

- Increases chances of winning contracts depending on weightings
- Supplier's commitment to SV demonstrates reputation as a socially responsible organization which fits into ESC goals
- Contributes to the long-term sustainability of the community
- Encourages relationships with Local community
- Aligns with the ESC strategic goals to meet the needs of its community

# In response to Tenders: Do's and Don'ts's

DO'S	DON'TS'
<ul style="list-style-type: none"> <li>Clearly state how your submission support strategic objectives using the Social Value Ask Policy</li> </ul>	<ul style="list-style-type: none"> <li>Try not to go out of the scope of the project , however responses should be tailored to the project outcomes</li> </ul>
<ul style="list-style-type: none"> <li>Be specific and ensure its proportionate to the Value of Contract , You can include the value worth of SV to be delivered ,Mention Tangible , measurable impacts/outcomes</li> </ul>	Don't be ambiguous in your responses
<ul style="list-style-type: none"> <li>Do some research and using the SV policy , identify areas where the SV can make impact stating previous examples and successes</li> </ul>	do not state national or generic strategies , you can use the SV Ask measurement
<ul style="list-style-type: none"> <li>Provide past successes and lessons learnt that can be imbedded in the project</li> </ul>	Do not include unnecessary details but keep it concise and relevant (watch out for the word count!!!)
<ul style="list-style-type: none"> <li>Demonstrate engagement and consultation with Local communities /stakeholders (Research is highly recommended)</li> </ul>	Do not copy and paste from other projects

# Examples of Social Value delivered in projects

Lowestoft Regeneration  
programme

(Combination of Cultural  
Quarter , Town Hall, Post  
Office, Port Gateway ,  
Seafront Vision, Jubilee  
Parade- On going projects )

	Cultural Quarter			Total
	Battery Green	Marina Centre	Jubilee Parade	
Local supply Chain	6	0	0	6
Number of Apprentices	0	2	0	2
Volunteering days	1	1	0	1
Financial Donations	£3600	0	0	£3600
Recycled Building Material	2600T	0	160T	2760T

Name of Project	Contract Value	Social Value Achieved	Value of Social Value Achieved
South Lowestoft High Street Heritage Action Zone - Post Office Conservation Repairs 2022/2023	£1,029,863.00	Value of contract awarded in £ to SME	£99,817.53
		Value of contract opportunities awarded to Local Suppliers	£517,658.26
		Community Donations	£ 2560.00
		Number of people hours spent on Education activities with Schools or higher education facilities (for use from 1 April, 2022)	£ 219.87
		Number of people hours spent on direct community engagement activities (For use from 1 April, 2022 onwards)	£ 1790.37

# Cromer and Mundesley Coastal Management Projects (for North Norfolk District Council)

## Performance Against Target TOMs – October 2024

TOM	Definition	Target	Achieved to Date
NT8	No. of staff hours spent on local school and college visits e.g. delivering career talks, curriculum support, literacy support, safety talks (including preparation time)	20	53 (252 students)
NT10	No. of weeks of apprenticeships on the contract that have either been completed during the year, or that will be supported by the organisation until completion in the following years - Level 2,3, or 4+	100	121
NT18	Total amount (£) spent in local supply chain through the contract <i>(Not one of the project's selected TOMs)</i>		£243,717.10 £151,675.25 (subbie hotel spend)
NT19	Total amount (£) spent through contract with LOCAL micro, small and medium enterprises (MSMEs)	£2.1m	£74,214.46
NT29	No. of hours volunteering time provided to support local community projects	50	67.5
NT32	Car miles saved on the project as a result of a green transport programme or equivalent (e.g. cycle to work programmes, public transport or car pooling programmes, etc.)	5,000	4,774.38
NT11	Career Mentoring – No. hrs supporting unemployed people into work by providing career mentoring, including mock interviews, CV advice and careers guidance <i>(Not one of the project's selected TOMs)</i>		51 144 people
	Number of social enterprises engaged – About with Friends / Catch-22 <i>(Not one of the project's selected TOMs)</i>		2

# Cultural Quarter - The Demolition phase of Battery Green Car Park Lowestoft, Suffolk, NR32 1



Shared staff vehicles to reduce miles travelled



- Appointed 5 local staff



- Using local sub-contractors and local building merchants for materials



- Gifting £3,600 to 1 Local Food Bank and 4 local pantries



- Provided furniture to the Battery of Idea's project, which was redundant from the Wilko store



- Crushed and graded concrete material on site for re use in the wider development



- Undertook a local litter pick



# Examples of Good and Poor responses to Social Value Questions

## Good responses

-We are dedicated to creating local job opportunities through targeted recruitment strategies, apprenticeship programs, and partnerships with local employment agencies.

- Additionally, We will create apprenticeship opportunities for young people and adults, particularly in construction and regeneration fields. By providing on-the-job training and mentoring, we aim to increase the skills base of the local workforce.. For example, we aim to generate X number of jobs within X local community, provide Y hours of training for skill development, and achieve Z% reduction in environmental waste.

## Poor Responses

"We plan to create jobs and support local businesses."

Reasons: it does not quantify or qualify the impact of the proposed activities. The supplier's response presents a challenge for the evaluator to evaluate in terms of tangible benefits due to the absence of measurable outcomes.

Ensure Social Value  
Responses are related to  
the project to be  
delivered !!!



# Sizewell C Opportunities

Ian Currie – Suffolk Chamber of Commerce, Supply Chain Business Manager,  
Local & Regional Supply Chain Engagement Team for Sizewell C



[www.competefor.com/sizewellc/](http://www.competefor.com/sizewellc/)



[www.sizewellcsupplychain.co.uk](http://www.sizewellcsupplychain.co.uk)



# Supply Chain Guidance – Suffolk Chamber

<https://sizewellcsupplychain.co.uk/>



The screenshot shows the homepage of the Sizewell C Supply Chain website. The header features the Sizewell C Supply Chain logo with the tagline 'CONNECTING BUSINESS TO OPPORTUNITY'. Below the logo is a search bar and a category dropdown. The main navigation bar includes links for HOME, ABOUT, SIZEWELL C OPPORTUNITIES, NEWS, SUPPORT, EVENTS, FAQs, CONTACT, and a VIEW ADMIN button. The main content area has a large heading 'Sizewell C Supply Chain' and a subheading 'Delivered by Suffolk Chamber of Commerce'. A news article is featured, dated January 15th, 2024, discussing the triggering of the Development Consent Order (DCO). To the right of the text is a photo of a woman in a hard hat and safety vest. An orange arrow points from the 'EVENTS' link in the navigation bar to the 'All Events' section on the right.



A vertical orange menu overlay on the right side of the page. It lists various support and resource options: SIZEWELL C – ALL SUPPLIER WEBINARS THAT FOCUS ON THE SUPPLY CHAIN, SIZEWELL C SUPPLY CHAIN BUSINESS SUPPORT PROGRAMME, FUNDING & RESOURCES, SKILLS & TRAINING, JOB SERVICE PORTAL, PROCUREMENT & BEST PRACTICES, and SIZEWELL C COMMUNITY FORUMS. An orange arrow points from the 'SUPPORT' link in the navigation bar to this menu.

## All Events

The programme of events will be planned to meet a range of needs for the business community and the work package requirements will be in line with the eventual project timetable.

ALL EVENTS

EXHIBITIONS

IN-PERSON

WEBINARS

WORKSHOPS

**The Suffolk Chamber of Commerce provides a Local & Regional Supply Chain Engagement Team for Sizewell C to inform and mobilise companies to contribute and take advantage of the opportunity the Project offers our region**



# Sizewell C Opportunitites Portal



<https://www.competefor.com/sizewellc/>

Official partner of The UK supply chain portal [Login](#) [Register](#)

## Sizewell C Supply Chain Portal

[Home](#) [Opportunities](#) [Awardee Information](#) [Project News](#) [Events](#) [About](#)

Sizewell C is a landmark project to plan, design and build two EPR™ nuclear reactors on the East Coast of Suffolk, England. It will deliver nuclear electricity at a cost that is competitive with other low-carbon sources and will generate 7% of the UK's energy, with a capacity of 3,260 MWh.

A dramatic reduction in carbon is required to meet the UK's 2050 Net Zero commitment. Nuclear power generation can play a key part in the UK's energy mix, providing affordable, reliable low-carbon energy. The development of Sizewell C offers a unique opportunity for the UK to take control of its future energy needs, help tackle climate change and power jobs and industry up and down the country.

Registering your business on our portal is the first step in joining our supply chain and tendering for opportunities.

[Register Now](#)

### Sizewell C ESG Supply Chain Delivery Goals

Sizewell C has developed five ESG Supply Chain Goals that pinpoint key areas where the supply chain can contribute to achieving the project's Strategic Aims. To meet these goals, certain requirements, including reporting obligations, need to be communicated throughout the supply chain.

[ESG Supply Chain Delivery Goals](#) [Guidance for Suppliers](#)

### Sizewell C Procurement Overview

Sizewell C has developed procurement plan, presenting a forward look at anticipated procurement activity across the project. This commercial lookahead, refreshed quarterly, outlines contracts expected to be procured within the next six months. Publication of this pipeline does not imply a commitment to contractual arrangements or proceeding with procurement, as circumstances may change, affecting requirements, values, and timelines.

[Procurement Overview](#) [Awarded Contracts](#)

#### Latest 10 opportunities

Sizewell C Fuel Procurement Deadline: 22/11/24	<a href="#">More info</a>
Rock Armour Supply and Install - Temporary Sea Defence Deadline: 18/11/24	<a href="#">More info</a>
Sizewell C - Stainless Steel - Pools, Tanks and Sumps (PTS) Deadline: 14/10/24	<a href="#">More info</a>
Marine Bulk Import Facility (MBIF) Jetty Head and Dolphins Installation Deadline: 22/10/24	<a href="#">More info</a>
Sizewell C Fire Consultancy Works/067 Deadline: 10/10/24	<a href="#">More info</a>
Sizewell C Radio Maintenance Work/031 copy Deadline: 30/09/24	<a href="#">More info</a>
Sizewell C IT & Communications Work SZC/031 Deadline: 30/09/24	<a href="#">More info</a>
CES - 11kV Infrastructure Design, Build, Supply and Installation Deadline: 24/09/24	<a href="#">More info</a>
Utilities - Operate and Maintain Deadline: 11/09/24	<a href="#">More info</a>
SOP000-060 Rail Infrastructure Maintenance Deadline: 19/09/24	<a href="#">More info</a>

[View all opportunities](#)

[About](#) [Solutions](#) [Sectors](#) [Resources](#) [Register](#) [Login](#)

## Welcome to Delta Supply Chain

**Win Public and Private Sector Contracts: Fuel Your Growth with Delta Supply Chain**

Delta Supply Chain in association with CompeteFor opens up the UK's largest infrastructure projects and programmes - helping businesses of all sizes to be successful in this multi-billion-pound sector.

[Contact Us](#) [Register](#)

## CompeteFor – Sizewell C Microsite

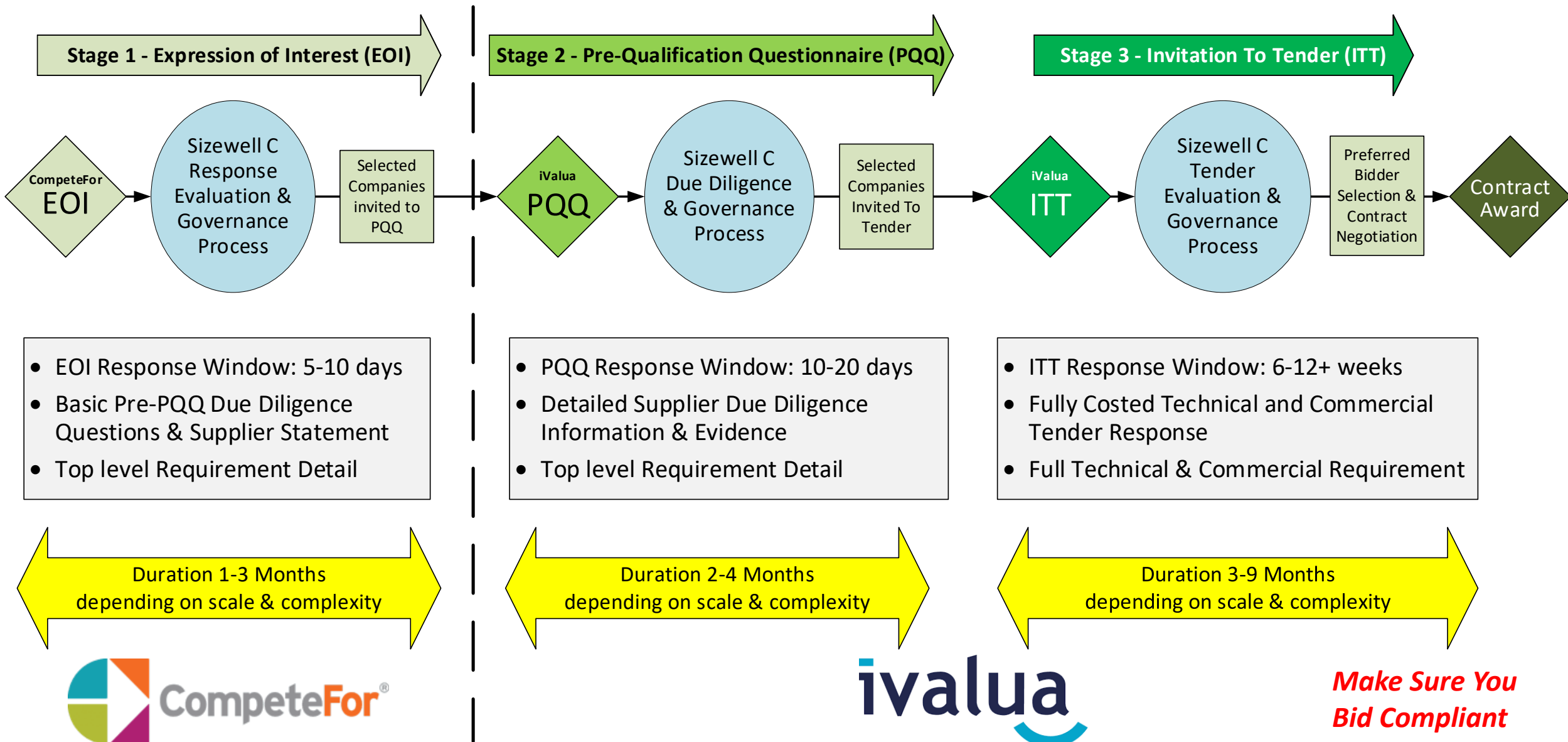
Sizewell C opportunities are now being advertised on CompeteFor; to respond you will need to register on CompeteFor. <https://www.competefor.com/business/signup.html>

Once registered on CompeteFor you will need to complete & publish your business profile for your organisation to be business ready and this will enable you to respond to opportunities.

It is important when logged in to CompeteFor to complete your [email alert profile](#) to keep up to date with opportunities that may be of interest to you. To find videos for setting up your business profile & email alerts, please visit <https://www.competefor.com/video-guides/>

Forward Look & Contract Awards

# Procurement Process Overview



# Sizewell C Supply Chain - ESG Social Value Goals

SZC has developed 5 Environmental and Social Governance (ESG) Goals to identify where the supply chain can help deliver the Strategic Aims of the Project

## Goal 1: Increase UK Content

By championing UK content in the supply chain, and prioritising local, regional, and then national spend where possible

## Goal 2: Invest in education, employment and skills

By identifying job opportunities and skills training and apprenticeship opportunities

## Goal 3: Reduce the environmental impact of construction

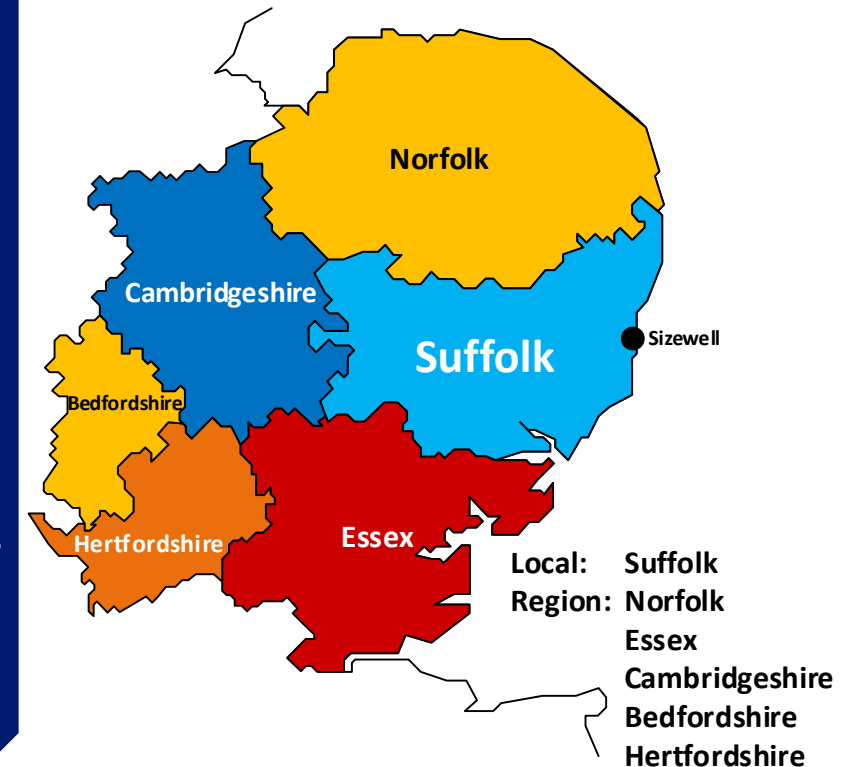
By identifying and acting on opportunities to leave a strong environmental legacy as well as mitigating our impact on the environment.

## Goal 4: Tackle workforce inequality

By creating a diverse and inclusive workplace which employs local people, engages young people, takes steps to engage hard-to-reach-groups and promotes health and wellbeing

## Goal 5: Optimise opportunities for local communities

By providing opportunities in the region and supporting initiatives that improve outcomes for local communities



Contact: [Esg.team@sizewell.com](mailto:Esg.team@sizewell.com)

# thank you

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For any questions or more information, please:

email: [sizewellcinfo@suffolkchamber.co.uk](mailto:sizewellcinfo@suffolkchamber.co.uk)

call: 01473 694818

or visit: [www.sizewellcsupplychain.co.uk](http://www.sizewellcsupplychain.co.uk)





**10:30-11:00am**  
**121 opportunities & coffee break**

11.00am-12pm  
Workshop:  
How to  
complete  
tender  
responses

Group exercise to respond to a potential requirement and what you need to be aware of when filling out tender documentation.

Part A- instructions and information

Part B- Procurement Specific Questionnaire

Part C- response pack

Guidance document

ESC Social Value Ask

Our Direction 2028

Procurement Strategy 2024-2028