

THE CHEST

Local Supplier Presentation

(The following slides were used for a presentation by WBC council staff to local suppliers from June to October 2012)



Warrington Borough Council

Council Strategy

2012 - 2015

“ Putting the people of Warrington first - enabling them to thrive now and in the future ”

We pledge:
to protect the
most vulnerable

We pledge:
to support the
local economy

We pledge:
to help build strong
and active
communities for all

Supporting the local economy



The council is committed to the growth of the local economy and that of the North West; we want to have strong working relationships with private business in the borough and will prioritise activity to help safeguard existing, and help to create more local jobs.

Youth unemployment in the town is increasing as a result of the economic climate. We want to demonstrate to young people in Warrington that they are important and we will do all we can to support them.

We will:

- Actively promote Warrington as a destination of choice
- Actively promote Warrington's economic profile and excellent business links to support a resilient local economy and local growth
- Work with partners to develop training and career changing opportunities
- Create employment opportunities for school leavers; continue to offer quality apprenticeships and support employers in Warrington to promote apprenticeships
- Create a strong and vibrant town centre and prepare for future regeneration
- Increase the amount of money the council spends with local businesses
- Support local businesses to compete for council contracts and evaluate the impact on local jobs when awarding council contracts

But: We have a legal duty to be open and transparent in the setting of our contracts.

Are we worth doing business with?

- Annual Spend = £150m+ (*Opportunity*)
- We will be around for some while (*Comfort*)
- Fair and open in our dealings (*Trust*)
- 30 day maximum payment of invoices (*Cashflow*)
- Target Spend Analysis
 - Spend with Local Companies : 40%
 - Spend with NW Companies: 65%

Viewing our Opportunities and bidding for
our work means one thing.....

The Chest

“The Chest” - Topics

- What is The Chest?
- The benefits of The Chest
- Bidding for work
- Some Tips for Winning Council business
- Brief live demo (time permitting)
- Questions? Anytime during presentation

What is The Chest?

www.the-chest.org.uk

The screenshot shows the 'The Chest North West Portal' website. The main content area is titled 'Home' and contains several paragraphs of text. On the left, there is a 'Navigation' menu with a blue background and white text. An arrow points from the 'Buyers' Area' link in this menu to the 'Home' section of the main content. On the right, there is another 'Navigation' menu with a blue background and white text, listing regional areas: Cheshire, Cumbria, Greater Manchester, Lancashire, and Merseyside. Below this menu is the 'Business Link' logo and a link to their website for help and advice on tendering for contracts. At the bottom of the page, there are logos for 'ProContract' and 'Due North powered'.

The Chest North West Portal

Navigation

- Home
- Current Opportunities
- Suppliers' Area
- Buyers' Area
- Guides and Documents
- The Chest FAQ
- Procurement Process
- Contract Register
- Contact Us
- Username Reminder
- Reset Password
- Register FREE

Home

Welcome to The Chest, the North West's Local Authority Procurement Portal.

The Chest has been created with funding from the North West Centre of Excellence to bring together buyers and suppliers making it easier for businesses to find out about new sources of potential revenue and to grow and develop to the benefit of the local economy.

Local Authorities in the north west currently spend between £6bn and £6.5bn each year on goods and services so they could provide long-term stability for local businesses.

Follow the Current Opportunities link on your left to browse north west opportunities.

Suppliers can register online via the Suppliers' Area to receive email updates on opportunities that match their capabilities.

Suppliers can reduce tendering costs by registering their interest in opportunities online.

The Chest has separate web pages for each of the north west's sub-regions and individual councils as well as other public sector bodies.

There is a link to The Chest's sister application 'Contract Register', a comprehensive register of contracts currently held by many of the 46 local authorities in the north west.

Navigation

- Cheshire
- Cumbria
- Greater Manchester
- Lancashire
- Merseyside

Business Link

Visit Business Links website for help and advice on [Tendering for contracts](#)

ProContract

Due North powered

BENEFITS OF THE CHEST

- Benefits for the Council
- Benefits for Suppliers

Note: Most of the benefits are mutual

Benefits to the Council

- ✓ Advertising: speed, economy and “reach”,
- ✓ Documentation is current – changes are instant,
- ✓ Full procurement service (Advert to Contract Award)+ information gathering/market testing,
- ✓ Increased visibility to suppliers + increased competition = better prices(?) **(16.1m hits p.a.)**
- ✓ Full audit trail,
- ✓ Identify local and/or specialist registered suppliers.


Benefits for Suppliers

- ✓ View contract opportunities for WBC & any or all the other 46+ Authorities
- ✓ Automatic notification via email of opportunities, changes and updates,
- ✓ Electronic documents,
- ✓ No printing/posting/courier costs (more time for bid preparation),
- ✓ Registration is free,

Bidding for Work

- Viewing Opportunities
- Registering on The Chest
- Receiving the Tender documentation
- Responding to the Tender (Bidding)

Viewing Opportunities



The Chest North West Portal

Navigation

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- Reset Password
- Register FREE

Sub-Regions » Lancashire

Welcome to the Lancashire sub-region pages of The Chest.

The Chest has been created with funding from the North West Centre of Excellence to bring together buyers and suppliers making it easier for businesses to find out about new sources of potential revenue and to grow and develop to the benefit of the local economy.

Follow the Current Opportunities link on your left to browse north west opportunities.

Suppliers can register online via the Suppliers' Area to receive email updates on opportunities that match their capabilities.

Suppliers can reduce tendering costs by registering their interest in opportunities online.

Follow the links to the homepage of any of the councils in the sub-region or to other sub-regions.

Guides and a FAQ section are available to make the Chest as user friendly as possible.

There is a link to The Chest's sister application The 'Contract Register', a comprehensive register of contracts currently held by many of the 46 local authorities in the north west.

Explore the navigation bars on the left and right to find your way around the site and see what else it has to offer.

Navigation

- Blackburn with Darwen Council
- Blackpool Council
- Burnley Council
- Chorley Council
- Fylde Council
- Hyndburn Council
- Lancashire Council
- Lancaster Council
- Pendle Council
- Preston Council
- Ribble Valley Council
- Rossendale Council
- South Ribble Council
- West Lancashire Council
- Wyre Council

Sub-Regions

- Cheshire
- Cumbria
- Greater Manchester
- Lancashire
- Merseyside




Viewing Opportunities

Opportunities Portal

Welcome to the Opportunities Portal Powered by Due North


Latest Opportunities

 Search Latest Opportunities

The latest contract opportunities can be viewed below. PLEASE NOTE THAT THIS IS ONLY A SMALL SELECTION OF THE LATEST OPPORTUNITIES. You are advised to use the search facility to look at the full range of available opportunities by clicking the binoculars icon.

Contract Title	Buyer	Start Date	End Date
Test Contract for Briefing Sessions	Warrington Borough Council	25/06/2012	24/06/2013
Les ITT Test	Cumbria	06/07/2012	05/07/2015
electrical components	Liverpool	29/05/2012	29/05/2013
Tender For Children's Services	Wigan	24/06/2012	23/08/2012
Practice Contract	Wigan	21/06/2012	22/12/2012

Subcontracting Opportunities

 Search Subcontracting Opportunities

You can now search for subcontracting opportunities posted by our registered suppliers. The latest subcontract opportunities can be viewed below. PLEASE NOTE THAT ONLY A MAXIMUM OF FIVE SUBCONTRACT OPPORTUNITIES WILL BE VISIBLE AT ANY ONE TIME. You are advised to use the search facility to look at the full range of available opportunities by clicking the binoculars icon.

Subcontract Title	Supplier
Electrical Repairs	HBC Demo
Decorators	Halton Demonstrators Ltd
Subcontract1	Wirral-1
Wirral - Test for Keith	SJ Ltd
Rochdale sub-contract test	Think Local

Search Criteria

Opportunities
Search current opportunities

Search Criteria

Organisation:


* Category/Categories: (All Categories)

Contains:

Order By:

All Opportunities: Tick to include past/previous opportunities and also future opportunities which are not yet open for expressions of interest

Options



Searching Opportunities

Opportunity Search

Results

St Helens Metropolitan Borough Council Opportunities

Start Date	Contract Title	End Date
31/08/2011	Transport contract TEST2	30/08/2012

Warrington Borough Council Opportunities

Start Date	Contract Title	End Date
25/06/2012	Test Contract for Briefing Sessions	24/06/2013

Salford Opportunities

Start Date	Contract Title	End Date
17/06/2012	Test tender for Salford	18/06/2014

Viewing the Opportunity

Contract: WBC-UATT-8V7E6U

Main Contract Detail

Buyer: Warrington Borough Council
Title: Test Contract for Briefing Sessions
Category/Categories: [+ show categories](#)
Additional Categorisation(s): None
Summary: This is a test contract for the briefing sessions.
The council requires the provision of.....
All correspondence is to be submitted via The Chest.....
Please do not respond to this invitation.

Contact: Mr Gary Thompson
Email Address: gthompson1@warrington.gov.uk
Telephone: 01925 443909
Fax: 01925 413449
Address: New Town House (Quattro)
Buttermarket Street
Warrington
Cheshire
WA1 2NH
United Kingdom

Key Dates

Estimated contract start date: 25/06/2012
Estimated contract end date: 24/06/2013
Expression of interest start date: 12/06/2012 11:01
Expression of interest end date: 17/06/2012 04:00

Login & Register Interest

Finish

Registering on The Chest

The screenshot displays the 'The Chest' North West Portal. The main heading is 'Opportunities Portal' with a sub-heading 'Welcome to the Opportunities Portal Powered by Due North'. A navigation bar includes 'Home', 'Contact Support', 'Help', and 'Login'. The 'Register Free' button is highlighted with a red arrow.

Information
As part of the government's initiative to implement e-procurement, you can now register free to an electronic system which will allow you to tender for public sector contracts
If you want to register your company on the system, register free now!

Benefits

- Make buyers aware of your presence
- Receive Pre-Qualification Questionnaires, Requests for Quotes and Invitations to Tender electronically
- Submit your quotations and tenders electronically almost instantly
- All you need is an internet connection and an email account
- Reduce your paper and associated printing costs
- Benefit from proven added security and knowledge that your submission has been delivered

Latest Opportunities [Search Latest Opportunities](#)

The latest contract opportunities can be viewed below. PLEASE NOTE THAT THIS IS ONLY A SMALL SELECTION OF THE LATEST OPPORTUNITIES. You are advised to use the search facility to look at the full range of available opportunities by clicking the binoculars icon.

Contract Title	Buyer	Start Date	End Date
Tullie House Museum Replacement Rooflight - Carlisle	Carlisle City Council	03/09/2012	01/03/2013
Boiler Renewal at Morton Community Centre, Carlisle	Carlisle City Council	20/08/2012	02/11/2012
...	Warrington Borough


Help

- Register Free** - allows you to register with the supplier portal to receive information regarding current and future contracts.
- Reset Password** - if you have forgotten your password you can reset it using your email address and your username (use username reminder option if you do not know your username).
- Username Reminder** - if you cannot remember your username you can receive a reminder to your registered email address.
- Latest Opportunities** - you can search for the latest contract opportunities by choosing [Search Latest Opportunities](#) in the

Registering on The Chest

Supplier Registration Introduction

Message

Welcome to the Supplier Registration Wizard
 The wizard will assist you with the completion of your registration.
 You will be presented with a number of different steps to complete from basic company information to defining the categories and regions you are interested in pursuing contracts for. Once each step has been completed you can click the 'Next' button to proceed to the next step. 'Previous' buttons are also available allowing you to return to the prior step at anytime.
 Once all steps have been completed you will be asked if you wish to submit your registration.
 If you agree to submit your registration you will receive a confirmation receipt email. Please note if you do not receive this email please contact support by clicking the  icon located at the top right of the screen as you cannot be guaranteed that your registration has been received.

MINIMUM AND RECOMMENDED SYSTEM REQUIREMENTS

Any internet capable PC will be able to successfully use the ProContract application. Recent tests highlighted no performance issues using a Laptop and Apple eMac with the following specifications:
 IBM Thinkpad - Intel Pentium 3 850Mhz, 512MB RAM running Windows 2000 Professional
 Apple eMac - PowerPC G4 1Ghz, 1GB RAM running OSX 10.4.11
 Please find detailed specifications below:

PC - Minimum computer specifications

	Minimum	Recommended
Processor:	Intel/AMD 200Mhz	Intel/AMD 1Ghz
Operating System:	Windows 98 and above / Linux	Windows XP and above / Linux
Memory:	16 MB	1 GB
Internet Browser:	Internet Explorer (version 6 and above) Firefox (version 3.0 onwards) Safari (version 3.1 onwards) Google Chrome (version 5 onwards)	Internet Explorer (version 7 or above) Firefox (version 3.0 onwards) Safari (version 3.1 onwards) Google Chrome (version 5 onwards)
Screen Display:	800x600 256 colours	1024x768 32-bit colour
Internet Connection:*	56K Dialup	512k Broadband

Apple Mac - Minimum Computer Specification

Minimum	Recommended
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Contact Support  Help  Logout 

Help

Click 'Next' to continue with the registration process.

Click 'Return To Previous Page' to quit the registration process.



See also:-

- [Supplier Guide First Time Login](#)
- [Supplier Guide How To do Business](#)
- [Supplier Guide Managing Account](#)
- [Supplier Guide Opportunity Search when U...](#)
- [Supplier Guide The Tender Response](#)
- [Supplier Guide Visiting Site For First T...](#)

Step 1.....

TheChest North West Portal

Home

Supplier Registration Step 1 of 5 Contact Information & Security

* Denotes Mandatory Fields

Contact Information

*Salutation (Mr/Mrs/Ms.):

*First Name:

*Last Name:

*Job Title:

*Department:

*Telephone Number:

Fax Number:

Mobile Number:

*Email Address:


*Confirm Email Address:

Security Information

*Security Question:

*Security Answer:

Options



Categories

Category Search

Search for Category

Search criteria:

Options:


Exact Fuzzy Word Variant

Search

Results

Code	Description
<input type="checkbox"/> All	
<input type="checkbox"/> 10000000	Building Construction Materials and Services
<input type="checkbox"/> 11000000	Catering
<input type="checkbox"/> 12000000	Cemetery & Crematorium
<input type="checkbox"/> 13000000	Cleaning and Janitorial
<input type="checkbox"/> 14000000	Clothing
<input type="checkbox"/> 15000000	Consultancy
<input type="checkbox"/> 16000000	Domestic Goods
<input type="checkbox"/> 17000000	Education
<input type="checkbox"/> 18000000	Environmental Services
<input type="checkbox"/> 19000000	Facilities and Management Services

Sub- Categories

Results		
	Code	Description
 Top Level		
<input type="checkbox"/>	All	
<input type="checkbox"/>	10100000	Bathrooms
<input type="checkbox"/>	10110000	Building Services
<input type="checkbox"/>	10120000	Electrical
<input type="checkbox"/>	10130000	Fencing
<input type="checkbox"/>	10140000	Floor Coverings
<input type="checkbox"/>	10150000	General Materials
<input type="checkbox"/>	10160000	Glazing
<input type="checkbox"/>	10170000	Hand and Power Tools
<input type="checkbox"/>	10180000	Heating

Viewing the Opportunity

Contract: WBC-UATT-8V7E6U

Main Contract Detail

Buyer: Warrington Borough Council
Title: Test Contract for Briefing Sessions
Category/Categories: [⊕ show categories](#)
Additional Categorisation(s): None
Summary: This is a test contract for the briefing sessions.
The council requires the provision of.....
All correspondence is to be submitted via The Chest.....
Please do not respond to this invitation.

Contact: Mr Gary Thompson
Email Address: gthompson1@warrington.gov.uk
Telephone: 01925 443909
Fax: 01925 413449
Address: New Town House (Quattro)
Buttermarket Street
Warrington
Cheshire
WA1 2NH
United Kingdom




Key Dates

Estimated contract start date: 25/06/2012
Estimated contract end date: 24/06/2013
Expression of interest start date: 12/06/2012 11:01
Expression of interest end date: 17/06/2012 04:00

Login & Register Interest

Finish

Upon Registering an Interest.....

Expression of Interest Confirmation Contact Support  Help  Logout 

Message

Thank you for expressing your interest in this opportunity. You will receive a confirmation email shortly.

Options

ProContract-UAT@due-north.com

Extra line breaks in this message were removed.

To: Thompson, Gary

We can confirm that you have expressed an interest in the following contracts:

Test Contract for Briefing Sessions (WBC-UATT-8V7E6U) for Warrington Borough Council

And the link to the opportunity.....

Mr Gary Thompson (WBC),

You have been invited take part in a new RFQ exercise by Warrington Borough Council.

The contract details are as follows:-

ID: WBC-UATT-8V7E6U

Title: Test Contract for Briefing Sessions

The RFQ must be answered no later than 17/06/2012 at 12:00:00.

To access this RFQ please go to the link below and log in using your username and password:-

http://uat2.due-north.com/nwce/warrington_contract.nsf/dsp_frm_supplier_view/RFX-UATT-8V7E9G-1?opendocument&login

If you cannot remember your username and/or password please use the following link and follow the on screen instructions:-

http://uat2.due-north.com/nwce/supplier.nsf/frn_home?openform

Viewing the Opportunity

Message > Opportunity > Search Results > My Opportunities > RFQ Summary

Warrington Borough Council - RFQ

Rfq Information [View Rfq](#)

Contract Ref No:	WBC-UATT-8V7E6U
Contract Title:	Test Contract for Briefing Sessions
Ref No (Version):	RFX-UATT-8V7E9G-1 (Version 1)
Title:	Test Contract for Briefing Sessions
Response Required By:	17/06/2012 12:00:00
Attachments:	1

My Response

Status:	New
Version:	1
Intent To Respond:	Not Sent
Supplier Ref No:	Not Set
Attachments:	0


Options

[Response Wizard](#) [Opt Out](#) [Register Intent](#) [Finish](#)

Viewing the Documents

Submission Information		
Respond By Date:	17/06/2012	
Respond By Time:	12:00:00	
Supplier Attachment Required:	Yes	

General Information	
Description:	As per opportunity
Additional Documentation:	N/A

Attachments		
There are currently 1 attachment(s) uploaded to this Rfq		
Attached/Link Name	Size	Date Uploaded
 SCHEDULE 2.doc	33kb	12/06/2012

Options
Finish

Two black arrows point from the 'SCHEDULE 2.doc' link in the Attachments section to the 'Finish' button in the Options section.

Bid Preparation

Warrington Borough Council - RFQ

Rfq Information

[View R](#)

Contract Ref No: WBC-UATT-8V7E6U
Contract Title: Test Contract for Briefing Sessions
Ref No (Version): RFX-UATT-8V7E9G-1 (Version 1)
Title: Test Contract for Briefing Sessions
Response Required By: 17/06/2012 12:00:00
Attachments: 1

My Response

[View Respon](#)

Status: New
Version: 1
Intent To Respond: Not Sent
Supplier Ref No: Not Set
Attachments: 0

Options


[Response Wizard](#)[Opt Out](#)[Register Intent](#)[Finish](#)


Adding Attachments.....

Message > Opportunity > Search Results > My Opportunities > RFQ Summary > Response Wizard Summary


RFQ Response Wizard Step 3 of 3 (Summary)

* Denotes Mandatory Step(s)

* Step 1 (Response Information)		 Edit Step 1 (Response Information)
Version:	1	
My Reference:	Not Set	
Response Information:	N/A	
Additional Comments:	N/A	

* Step 2 (Attachments)		 Edit Step 2 (Attachments)
There are currently 0 attachment(s) uploaded to your response		

Options



Attaching your files.....

TheChest North West Portal

Home > My Opportunities > Contract Dashboard > Issue ITT (Manually) Summary > Response Wizard Summary > Response Wizard

Attachments

Use this form to add or remove attachments

* Denotes Mandatory Fields

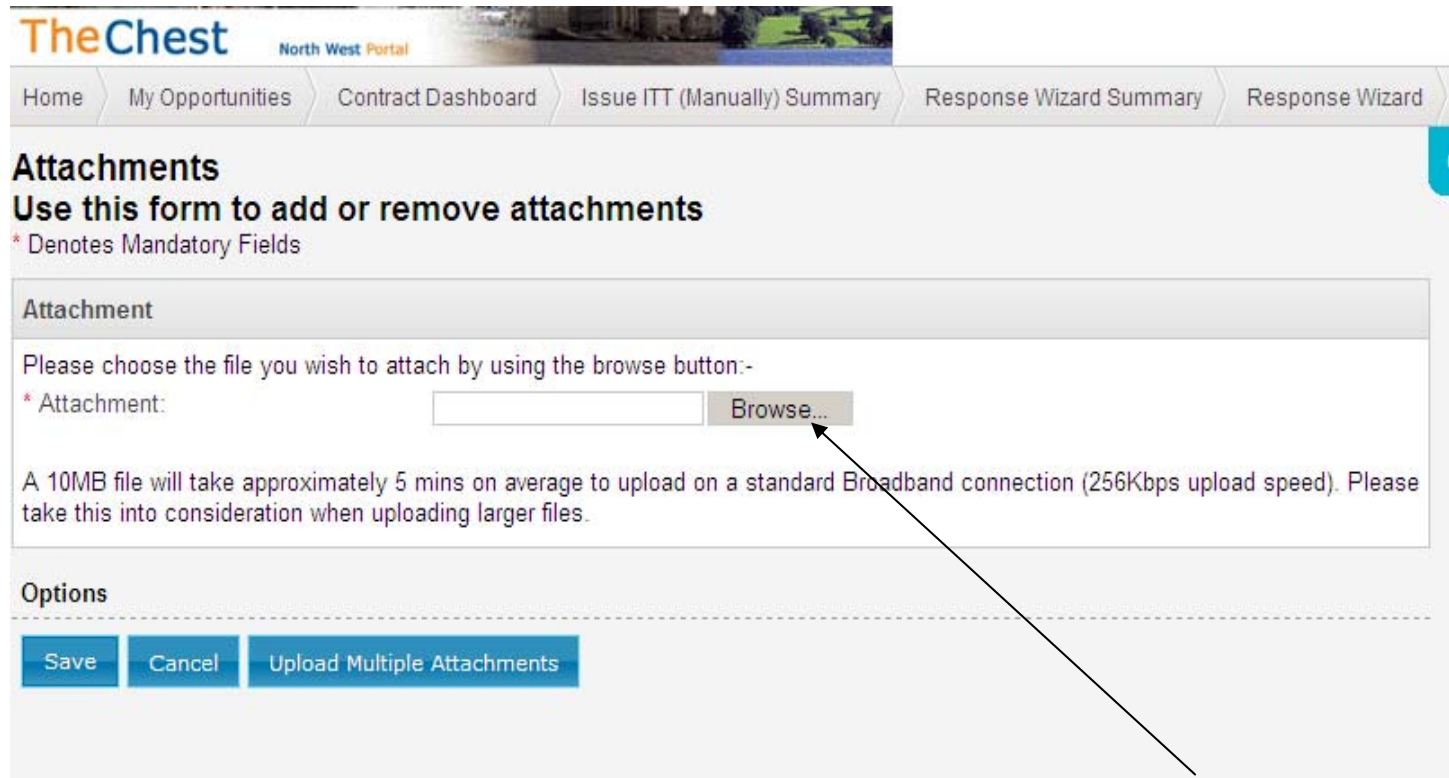
Attachment

Please choose the file you wish to attach by using the browse button:-

* Attachment:

A 10MB file will take approximately 5 mins on average to upload on a standard Broadband connection (256Kbps upload speed). Please take this into consideration when uploading larger files.

Options



Selecting the Files.....

The screenshot shows a web application interface for uploading attachments. The main window is titled "TheChest North West Portal" and contains a navigation menu with "Message", "Opportunity", "Search Results", "My Opportunities", and "RFQ Summary". Below the navigation is a section titled "Attachments" with the instruction "Use this form to add or remove attachments" and a note that asterisks denote mandatory fields. The form includes an "Attachment" section with a "Please choose the file you wish to attach by using the browse button:-" instruction, a text input field for the attachment name, and a "Browse..." button. Below this is a note about upload times: "A 10MB file will take approximately 5 mins on average to upload on a standard Broadband connection. Please give consideration when uploading larger files." The "Options" section at the bottom has three buttons: "Save", "Cancel", and "Upload Multiple Attachments".

Overlaid on the right side of the web application is a Windows "Choose file" dialog box. The "Look in:" field is set to "My Documents". The file list shows several folders and files, including "aa Contracts Work", "Archives", "Deleted Files from SD Cards", "My Data Sources", "My Music", "My Pictures", "New Managed Print Service", "Personal", "QUBE", "SAP", "Selling to the Council", "Shortcuts", "Spend 11-12", "C.xls", and "ITPD2.zip". The "File name:" field is set to "SCHEDULE 2.doc" and the "Files of type:" field is set to "All Files (*.*)". The "Open" and "Cancel" buttons are visible at the bottom right of the dialog box. Arrows point from the "Browse..." button in the web application to the "Choose file" dialog box, and from the "Open" button in the dialog box to the "Upload Multiple Attachments" button in the web application.

On the right edge of the web application, there is a "Help ?" button and a partially visible text area that reads "where a docum... our own PC. To... file you wish to... s This section... links. Click its... ent click on th... Click 'Save' to save the attachment specified. If there are no current attachments i...

Saving the Attachment

Attachments

Use this form to add or remove attachments

* Denotes Mandatory Fields

Attachment

Please choose the file you wish to attach by using the browse button:-

* Attachment:

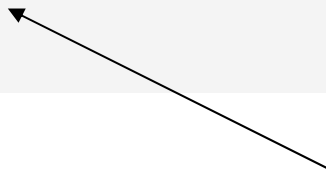
A 10MB file will take approximately 5 mins on average to upload on a standard Broadband connection (256Kbps consideration when uploading larger files).

Options

Save

Cancel

Upload Multiple Attachments



Upload attachment

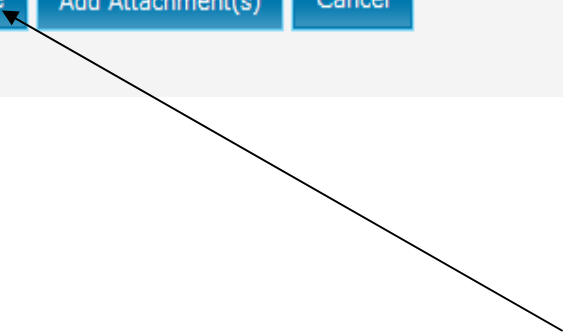
RFQ Response Wizard Step 2 of 3 (Attachments)

Response Attachment Information

There are currently 1 attachment(s) uploaded to your response

	Attached/Link Name	Size	Date Uploaded
	 SCHEDULE 2.doc	33kb	12/06/2012

Options



Submitting your response....

RFQ Response Wizard Step 3 of 3 (Summary)


* Denotes Mandatory Step(s)

* Step 1 (Response Information)


 Edit Step 1 (Response Information)

Version: 1
My Reference: Test Response
Response Information: N/A
Additional Comments: N/A

* Step 2 (Attachments)

 Edit Step 2 (Attachments)

There are currently 1 attachment(s) uploaded to your response


Attached/Link Name	Size	Date Uploaded
 SCHEDULE 2.doc	33kb	12/06/2012

Options

Save As Draft

Submit Response

Contact Support  Help  Logout 

 View Audit History

 Visitor History (Contract Dashboard)

Status


Draft
(NOT SUBMITTED)

Submission History

Version	Edited
1	Currently Displayed

Help

Tender/Quote/Questionnaire Information shows your basic response information. To enter your

details in this section click the  Edit icon or 'Edit' link located in the top right of the section.

Sure??????

Home > My Opportunities > Contract Dashboard > Issue ITT (Manually) Summary > Response Wizard Summary > Confirmation


Submission Confirmation

Confirmation


Message

Are you sure you wish to submit your response?

Once you have submitted your response you will receive an email confirming its receipt.

If you do not receive this email please contact support by clicking the  icon located at the top right of the screen.

Options



Submitted Response

Issue ITT (Manually) Response


Contact Support  Help  Logout 

* Response Information

Version: 1
My Reference: Test
Response Information: N/A
Additional Comments: N/A

Attachments

There are currently 1 attachment(s) uploaded to your response

Attached/Link Name	Size	Date Uploaded
 EV10 Writing the Specification.doc	72kb	08/06/2012

Terms & Conditions


Title


 [Terms and Conditions in C...](#)

Accept Terms: Yes

Options

Finish

 View Audit History

 Visitor History (Contract Dashboard)

Status

Version 1 submitted
08/06/2012 11:31:38

Submission History

Version	Edited
1	Currently Displayed

Help

Tender/Quote/Questionnaire Information shows an overview of your general response information

Specification Breakdown (where available) shows the line items requested and your prices charged for those items.

Attachments (where available) shows the attachments you uploaded to your response.

Terms & Conditions (where available) shows the list of terms & conditions that you have agreed/not agreed to.

Confirmation of your Bid

Extra line breaks in this message were removed.

From: ProContract-UAT@due-north.com

Sent: Tue 12/06/2012 11:

To: Thompson, Gary

Cc:

Subject: (USER FAMILIARISATION ENVIRONMENT) RFQ Submission Successfully Received by Warrington Borough Council

Mr Gary Thompson (WBC),

Version 1 of your response has been received by Warrington Borough Council.

The contract details were as follows:-

ID: WBC-UATT-8V7E6U

Title: Test Contract for Briefing Sessions

Both the RFQ and your response can be accessed at any time by using the link below and logging in using your username and password:-

http://uat2.due-north.com/nwce/warrington_contract.nsf/dsp_frm_supplier_view/RFX-UATT-8V7E9G-1?opendocument&login

If you cannot remember your username and/or password please use the following link and follow the on screen instructions:-

http://uat2.due-north.com/nwce/supplier.nsf/frm_home?openform

But what if I got it wrong and needed to change the bid?

And another thing..... The Chest allows us to.....

- Issue OJEU Notices
- Re-issue Documentation
- Change variables (return date, bid window)
- Raise and issue Clarifications/Q & A (Globally or Individually)
- Inform you of Bid decisions
- Monitor the Contract

Increasing your chances

- Register (doh!). Up to 5 users per company
- Identify categories (*don't select them all*)
- Carefully consider your keywords
- Get your e-mail “right”
- Get your Company name righth (sic)!!
- Understand your role
- **Get your bid in before the deadline (and I mean before the deadline)**

Other Portals?

- Due North Portals - currently 23
- Sign up to other portals (<http://www.due-north.com/index.php/portals>)
- Some users: JANET, Bluelight, Met Office, NEPO, South East Business, Bank of England.

Tips for winning Council Business (1)

- ✓ Read the documentation carefully – provide information as requested.
- ✓ Don't include publicity material in your submission unless asked.
- ✓ Don't be put off by the tender documentation – you can always ask for clarification.
- ✓ Complete and return the documents on time – ensure everything is signed.



Tips for winning Council Business (2)

- ✓ Be clear on your price - state any assumptions you have made (i.e. resources required by you and/or the Council, timetables, etc.)
- ✓ Ask for a debrief if you are not selected. Knowing “why” will make you stronger next time.
- ✓ Employ “KISS” Strategy (Keep It Simple, Stupid). Make it easy for us to read and understand your bid – and by that we mean, **don't do this**.....

So, would you want to read and mark this?

Attachment Information

There are 59 attachment(s) uploaded to this response

Attached/Link Name	Size	Date Uploaded
 p1.jpg	367kb	07/02/2012
 p10.jpg	782kb	07/02/2012
 p11.jpg	464kb	07/02/2012
 p12.jpg	937kb	07/02/2012
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 p14.jpg	504kb	07/02/2012
 p15.jpg	621kb	07/02/2012
 p16.jpg	574kb	07/02/2012
 p17.jpg	447kb	07/02/2012
 p18.jpg	943kb	07/02/2012
 p19.jpg	781kb	07/02/2012
 p2.jpg	884kb	07/02/2012
 p20.jpg	650kb	07/02/2012
 p21.jpg	620kb	07/02/2012
 p22.jpg	535kb	07/02/2012
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 p24.jpg	769kb	07/02/2012
 p25.jpg	476kb	07/02/2012
 p26.jpg	976kb	07/02/2012
 p27.jpg	797kb	07/02/2012
 p28.jpg	443kb	07/02/2012
 p29.jpg	834kb	07/02/2012
 p29a.jpg	432kb	07/02/2012

Any Questions?

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