

HOW TO DO BUSINESS WITH LOCAL GOVERNMENT

SPOTTING PROCUREMENT OPPORTUNITIES

- **Search Council Websites:**

Look for 'procurement' or 'doing business with the council' guides.

- **Find a Tender Service:**

Higher value tenders are published here.

- **Email Alerts:**

Sign up for free alerts on local portals.

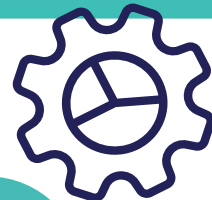
PROFESSIONAL BUYING ORGANISATIONS (PBOS)

- **Examples:**

ESPO, NEPO, YPO, Government Commercial Agency.

- **Expertise:**

These organisations assist the sector with procurement.



COUNCIL PROCUREMENT REQUIREMENTS

- **Social Value:**

Councils seek suppliers who can help meet social goals.

- **Example:**

Employing local apprentices in a construction project.

ADDITIONAL TIPS

- **Supplier Days:**

Attend events advertised by councils or chambers of commerce.

- **Networking:**

Collaborate with other suppliers for joint bids.

- **E-Invoicing:**

Get familiar with electronic invoicing.

GET IN TOUCH

Ready to turn reflection into action?

Get in touch with our Business Advisers to access fully funded support and start making smarter changes today



WWW.BUSINESSLINCOLNSHIRE.COM



BUSINESSLINCOLNSHIRE@LINCOLNSHIRE.GOV.UK



[@BUSINESSLINCOLNSHIRE](https://www.linkedin.com/company/businesslincolnshire)



[@BUSINESSLINCOLNSHIRE](https://www.instagram.com/businesslincolnshire)



[@BUSINESSLINCOLNSHIRE](https://www.facebook.com/businesslincolnshire)



[@BUSINESSLINCS](https://twitter.com/BUSINESSLINCS)