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**Business
Lincolnshire**
The place to go for business growth

FACT SHEET

How to Do Business with Local Government

Spotting Procurement Opportunities

- **Search Council Websites:** Look for 'procurement' or 'doing business with the council' guides.
- **Contracts Finder:** Higher value tenders (over £30,000) are published here.
- **Email Alerts:** Sign up for free alerts on local portals.



Professional Buying Organisations (PBOs)

- **Examples:** ESPO, NEPO, YPO, Crown Commercial Service (CCS).
- **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.



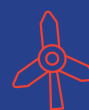
Additional Tips

- **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.



Need more support?

Get in touch!



For more information visit www.businesslincolnshire.com where you can request support from one of our advisers by filling in the online contact form.



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