



11
RISING TO THE
CHALLENGE
BUSINESS

On your marks...



Giving businesses unique access
to London 2012 opportunities

CompeteFor is co-funded by the
East of England Development Agency



The Olympics and Paralympics

- 6,000 coaches and officials
- 17,000 athletes
- 20,000 journalists
- 90,000 staff
- 170,000 seats in nine venues
- 2,000,000+ spectators





London 2012 in the Region



The mountain biking event is coming to Essex

- The canoeing is coming to Hertfordshire





Contract Opportunities

- 7,000 ODA and LOCOG opportunities
- 50,000 Contract opportunities
- Contract size - £millions - £1,000
- Contract opportunities – Stadium building to ice cream vans

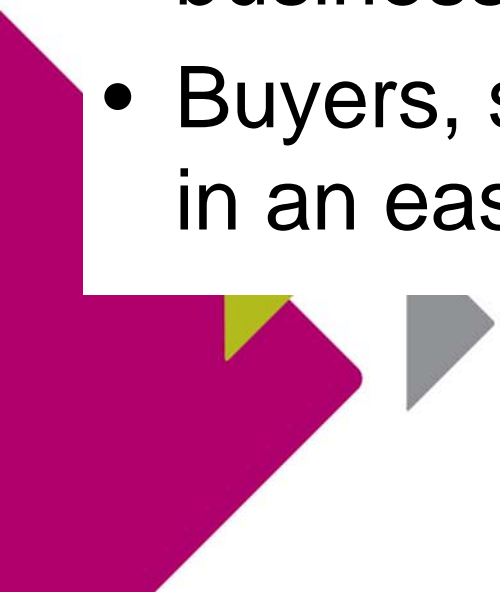




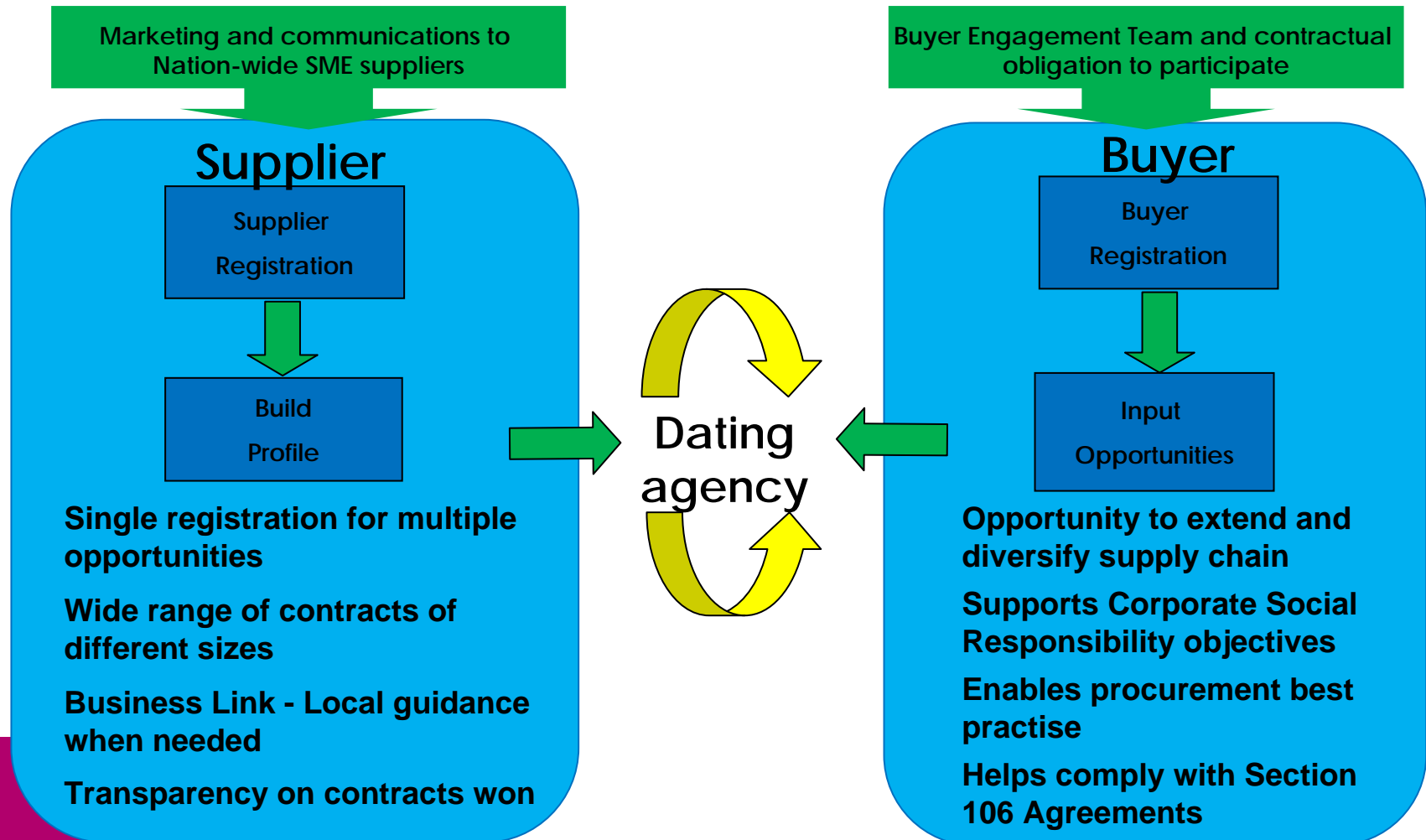
CompeteFor

What is it?

- A website: the online presence of the London 2012 Business Network
- The only way for SMEs to bid for Olympic business
- Buyers, suppliers and opportunities, listed in an easy-to-search way



Benefits





CompeteFor Registration Process

2 Stage Process

Registration

General contact details

Publication

Acts as a Pre Qualification Questionnaire (PQQ)



Information Needed

Key Statements

Equality and diversity, health and safety,
total quality management

Other information

Business turnover, insurance values,
Company and VAT registration, turnover

Marketing text



Marketing Text

What is the core capability of your organisation?

Details of any specialism, process, or quality assurance systems that distinguish you from your competitors

Description of organisation

- Is your website text appropriate to utilise?
- Details of successes
- Client type – Public sector, large contracts

Images

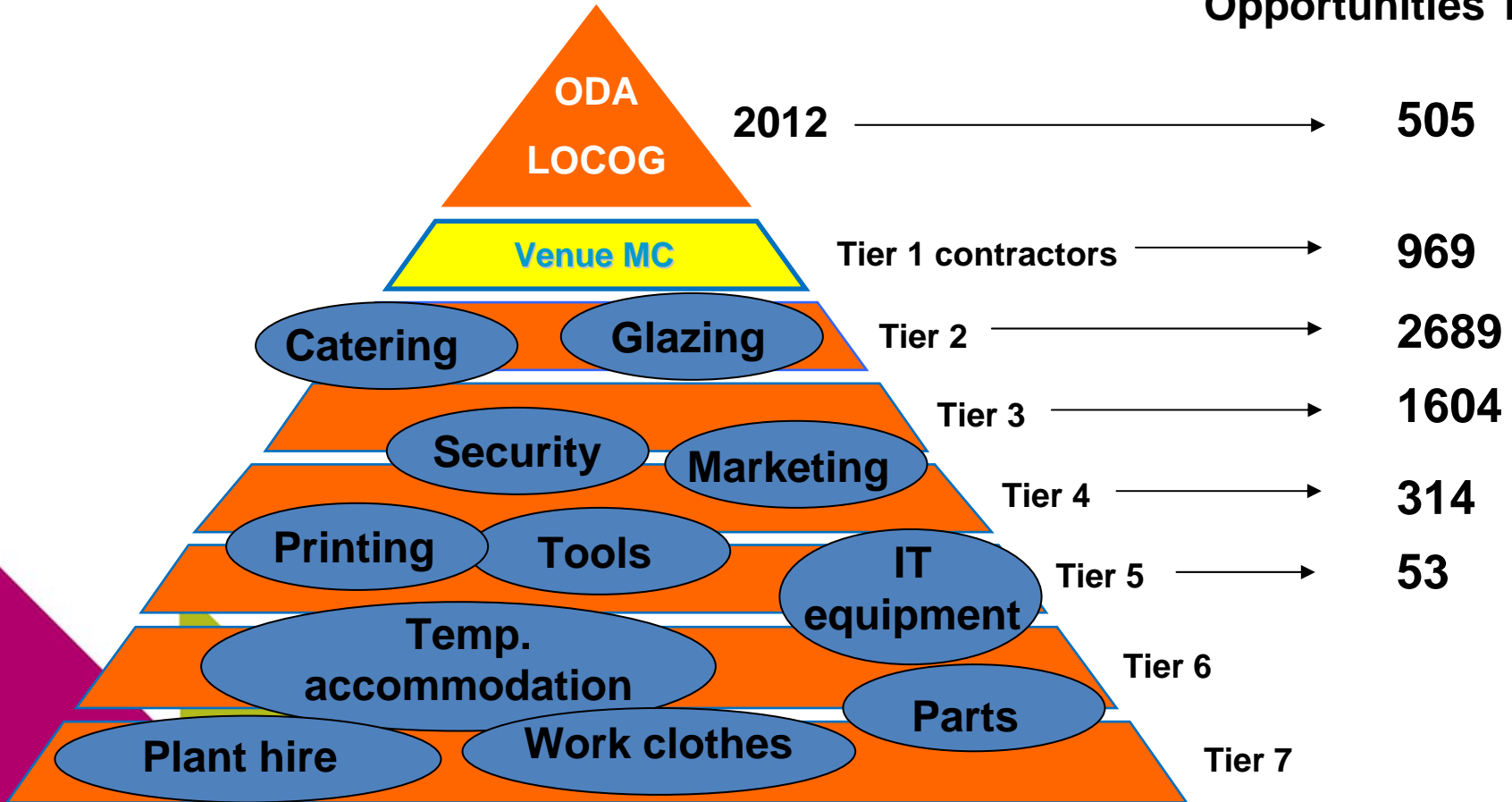
- Three images available
- Successful projects, Logo, Team



CompeteFor Opportunities



Opportunities To Date



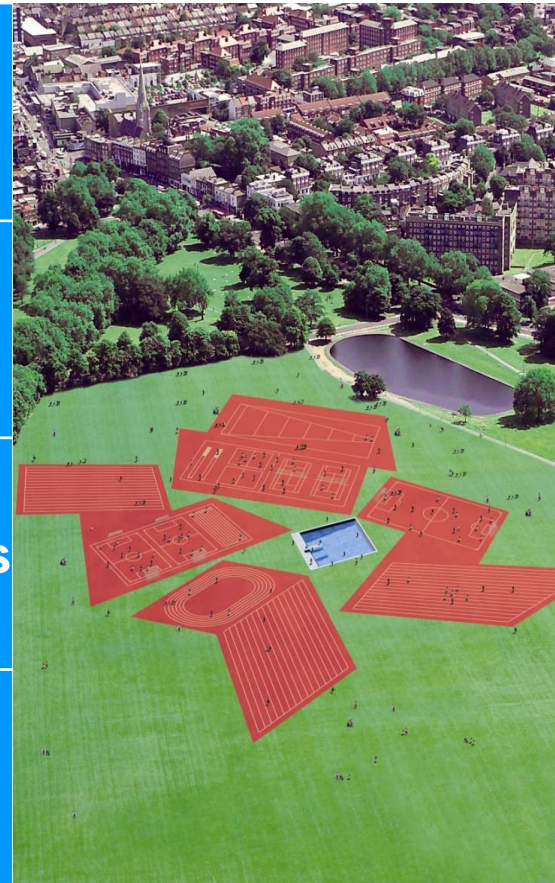
Total = 6,134 Opportunities



Opportunities

LOCOG £750m of procurement opportunities

Artists, Performance & Events	Sports
Security	Technology
Services	Transport & Logistics
Soft Facilities Management & Catering	Venues & Hard Facilities Management



Support Available



Brochure

Provides information about how to engage with CompeteFor

Maximise your profile

Links to other procurement opportunities



Webpage

www.eeda.org.uk/competefor

Contacts

London 2012 www.london2012.com/business

Competefor website: www.competefor.com

Competefor helpdesk 0845 2177804

Business Link 08457 1716 15

Events Booking 0845 601 1000

www.bookevents.org

