



**Halton Chamber of Commerce & Enterprise**

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## NEWS RELEASE

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### Top tips on public sector procurement from Halton Chamber

Lucrative public sector contracts came under the spotlight at a special Halton Chamber breakfast meeting this week.

Nearly 100 businessmen and women gathered at the Heath Business Park to hear four experts offer top tips on how to track down public sector tender opportunities and prepare high quality, eye-catching submissions.

Guest speakers included Steve Heneghan of Business Link, Mike Woods from Building Schools for the Future programme, Jean Morris from Halton Borough Council and Anne Thompson from the Northwest Development Agency, who briefed delegates on the diverse range of opportunities for local companies supplying the 2012 London Olympic Games.

This was the first event organised by the Chamber's new Procurement Facilitator, Andrew Pladgeman, who was delighted by the turnout.

He said: "One of the points we were keen to highlight was that 'value for money' is about balancing price and quality. Buyers need to embrace 'quality' in a wider sense by including such elements as local employment and sustainability issues in contracts. And businesses need to recognise their special qualities and be able to sell them to the market.

"This was the first in a series of public sector procurement events. Later in the year we will be focusing on helping businesses win contracts by improving the quality of quotations and tenders. And in early 2010, we will concentrate on building up networks to connect buyers and suppliers. By improving buyer practices, we hope to open up more opportunities for local firms."

For more details about how local firms can benefit from opportunities to supply the London 2012 Olympic Games and other useful information, check out the Halton Chamber website on [www.haltonchamber.com](http://www.haltonchamber.com) or email Andrew Pladgeman at [andrewp@haltonchamber.com](mailto:andrewp@haltonchamber.com). Tel 01928 516146.

**More...**

**Photo Caption:** Pictured left to right: Anne Thompson of NWDA, Mike Woods of Building Schools for the Future, Jean Morris of Halton Borough Council, Eddie Basnett of EBL Ltd and Halton Chamber Procurement Facilitator Andrew Pladgeman.

**Issued by Lynn Pegler, Pegler Communications**

***On behalf of Halton Chamber of Commerce and Enterprise***

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