

**tech**<sup>UK</sup>

# Procuring and managing suppliers

## Who we are

The tech trade association, representing 850 tech suppliers. With two thirds being SMEs.

Championing:

- Eco-system approach
- Partnering & networking across industry and local government
- Early market engagement
- Collaboration

### *Mission*

Helping to create the conditions for meaningful transformation and enable improved collaboration between industry and local government to ultimately improve the outcomes of citizens and create places where citizens want to live, work, thrive and feel safe.

# We want to hear from you!

techUK launched a survey to better understand local authority procurement process when purchasing a digital service/technology and would love it **if you could complete the short survey:** <https://www.surveymonkey.co.uk/r/SLPLDKX>

We know that procurement processes can vary significantly between local authorities and we are keen to understand internal processes and behaviours. In doing this, we hope to enable industry to better engage with local government as well as create a level playing field for SMEs, whilst ensuring councils get the most appropriate and competitive solutions for them and their users.

We welcome hearing from all those involved in the procurement process – from digital leads to commissioning to procurement.




# Managing or Partnering?

**Creating an environment defined by trust and transparency; together meeting the opportunities the digital age brings.**



# Market Engagement

Tools	What is it?	Format	Benefits
<p><b>Industry Briefing</b></p> 	<ul style="list-style-type: none"> <li>• Opportunity for the public sector to engage with the whole of the tech market in a neutral environment</li> <li>• Providing the market with more information or an update on the public sector body's strategic objectives or direction</li> </ul>	<ul style="list-style-type: none"> <li>• Roundtable, workshop, seminar or a briefing to a large audience</li> <li>• Informal networking</li> </ul>	<ul style="list-style-type: none"> <li>• Connect with a diverse mix of tech suppliers, large and small</li> <li>• Engage in a genuine two-way dialogue with the tech market as part of an early market engagement</li> </ul>

techUK's Procuring for Innovation and Growth report identified that the lack of pre-procurement industry engagement, a sub-optimal understanding of how smaller businesses can address public sector needs, and the difficulty in sharing good practice were all highlighted as areas that, if remedied, could make a real difference to SMEs.

The public sector needs to harness the expertise and innovation that SMEs can bring in order to ensure that public service delivery keeps pace with demand and expectations.

## Innovation Workshop

- Approx 75 attendees, circa 50/50 split, public/private sector
- Mix in LPS – from IT, Transformation, Frontline Services, across levels.
- Overview then into Challenge workshops **(1) Data (2) Early intervention (3) Collaboration (4) Tech that works for everyone**
- Design workshop – looking at future operating model for CS and recommended technology within **Care, Fostering & Adoption; family support & intervention; Special Educational Needs and Disabilities; Children and young people's education and leisure**

## What were the outcomes?

- Fostering collaboration. Together interrogating and articulating the problem.
- Councils informed on the latest innovations & role digital can play in improving outcomes for children and young people.
- Industry understanding the problems councils face and how their technology can help solve them. Educating industry to focus on the problem and not selling the technology.



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# Thank You & Get in touch!

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